

The Global Newspaper Edited and Published in Paris Printed simultaneously in Paris, London, Zurich, Hong Kong, Singapore, The Hague, Marseille, New York, Rome, Tokyo, Frankfurt.

# Herald Tribune

INTERNATIONAL

Published With The New York Times and The Washington Post

No. 34,117

45/92

LONDON, THURSDAY, NOVEMBER 5, 1992

ESTABLISHED 1887

## Clinton, Reassuring the Allies, Affirms 'Continuity' of American Foreign Policy

### Stable Financial Markets a Goal

By Paul F. Horvitz

WASHINGTON — President-elect Bill Clinton sought to reassure foreign leaders and financial markets Wednesday by promising continuity in the fundamentals of U.S. foreign policy and an economic-growth agenda that would pursue "stability."

Working on little sleep after his decisive victory over President George Bush in the election Tuesday, Mr. Clinton asked for global cooperation with Mr. Bush in the 11 weeks that will mark the transition from the defeated president to the victor.

Mr. Clinton said "America's fundamental interests" in the world do not change when the presidency changes hands, and he warned foes against doubting U.S. "resolve" during the transition.

The brief statement, delivered to television cameras outside the governor's home in Little Rock, Arkansas, was a broad attempt to stress calm and continuity in the bedrock elements of U.S. economic and foreign affairs.

"I urge America's friends and foes alike to recognize, as I do, that America has only one president at a time, that America's foreign policy remains solely in his hands, that even as America's administrations change, America's fundamental interests do not, that the greatest gesture of goodwill any nation can make toward me is to continue their full cooperation during this period with our one president, George Bush."

Without naming any nation or leader, Mr.

Clinton added: "The greatest mistake any adversary could make would be to doubt America's resolve during this period of transition."

He specifically cited the need for continued progress in the Middle East peace talks, completion of a strategic arms agreement, progress in global trade talks, bolstering Russian democracy, seeking peace in the former Yugoslavia and aiding famine victims in Somalia.

The governor, standing beside Vice President-elect Al Gore, said he would work "on the hard and vital task of restoring our nation's economic strength."

"Today I say to our financial and business leaders that although change is on the horizon, we understand the need to pursue stability even as we pursue new growth."

He did not give specifics in responding to Wall Street's concern that a Democratic jobs and "investment" program would fuel inflation and lift interest rates.

"The changes I seek will strengthen America's market systems, not weaken them," he said.

Much earlier in the day, after learning that he had won the White House, the governor called on Americans to unify under the banner of "a new patriotism" and to help create an "economic giant."

Mr. Clinton, the 46-year-old Democratic governor who called for change, championed the middle class and promised economic revitalization, will be inaugurated on Jan. 20 as the 42d president of the United States. Twelve years of Republican Party control of the White House will end.

The president-elect, who rose from humble roots in his poor, rural state, won 43 percent of the popular vote in the election on Tuesday to Mr. Bush's 38 percent. Ross Perot, the independent candidate, finished with a surprisingly strong 19 percent and gave every indication that he planned to remain on the national stage.

The Democratic ticket piled up a huge margin in electoral votes. Mr. Clinton won 32 states and the District of Columbia, for 370 electoral votes, 100 more than was needed for victory. He swept the Northeast and the West Coast. He won all the big industrial states of the North and the eastern Plains, and he made inroads in the previously solid Republican South.

The Republican ticket of Mr. Bush and Vice President Dan Quayle won 16 states, with 168 electoral votes. The president narrowly won Florida and his home state of Texas. Mr. Perot won no electoral votes.

In Little Rock, the Arkansas capital, Mr. Clinton met Wednesday with a small team of aides who will begin the transition to power. No cabinet selections were announced, but Mickey Kantor, the governor's campaign chairman, said there would be announcements "later this week."

Mr. Clinton said, "I'm happy, exhausted, thinking about the work that has to be done."

Half a continent away, Mr. Bush, returning to Washington, exhorted supporters gathered on the south lawn of the White House: "Let's finish this thing in style. We are going to cooperate."

See CLINTON, Page 6

## Amid Political Anger, Passion Won Out

By E.J. Dionne

WASHINGTON — The supreme irony of the 1992 election is that in a year when Americans vented their anger at politics and their rage at government, they elected a man with a passionate love for politics and a reverence for government and its possibilities.

Bill Clinton was a good enough politician to spend much of his time this year calling for change

and echoing the electorate's discontent. But now and again, Mr. Clinton would speak a larger truth about himself, reminding voters that he came of age during an optimistic time in his nation's history, before Vietnam and Watergate soured Americans on public life.

During a campaign swing through Indiana in March, Mr. Clinton acknowledged that his youthful concern with preserving his "political viability," expressed in his 1969 letter explaining his attitude toward the draft, came off badly to young people, who saw politics as "seamy and seedy."

### NEWS ANALYSIS

Let me tell you what politics was about when I was a kid," Mr. Clinton went on. It was, he said, "about Dwight Eisenhower who had won World War II being a father figure for our country."

"It was a good thing to want your child to grow up to be a politician," he said. "It was about John Kennedy, who promised to change this country and made us all believe we could."

Politics, he declared, "was about the prospect that we might end racial discrimination in the South."

"And in the beginning," he said, "that we might end the war in Vietnam before it tore this country apart."

See PASSION, Page 6

## Markets Await Clues On Economic Team

By Lawrence Malkin

NEW YORK — In actions little noticed in the days before his election, Bill Clinton switched the emphasis of his campaign from the grand themes of education and health reform to the bread-and-butter issues of creating jobs and persuading the financial markets that he will also bring the budget deficit under control.

He was setting his priorities for governing. Now markets and politicians alike are awaiting his first concrete signal: the names of the economic team that will execute these priorities. All signs Wednesday were that he is searching methodically for a galaxy of professionals with a mixture of Washington and Wall Street experience who can convince the country that he will not be a spendthrift president but will nevertheless run an activist policy to improve the economy.

The one name most commonly mentioned on Wall Street for the post of secretary of the Treasury is Paul A. Volcker, the former chairman of the Federal Reserve Board who earned his place in history by taming inflation in the 1980s. The financial community would regard him as its talisman.

But he is the least likely choice unless financial markets force Mr. Clinton to hire him by dumping dollars and Treasury bonds and provoking a crisis of confidence in the new administration, and there was no sign of that Wednesday.

The other name mentioned as a confidence-builder is Peter G. Peterson, a former Nixon administration official who now is chairman of the Blackstone Group and the Council on Foreign Relations, one of the premier Establishment bodies in the United States.

But Mr. Volcker remains the new administration's ace in the hole.

See TEAM, Page 17

### Election at a Glance

Latest U.S. election returns.

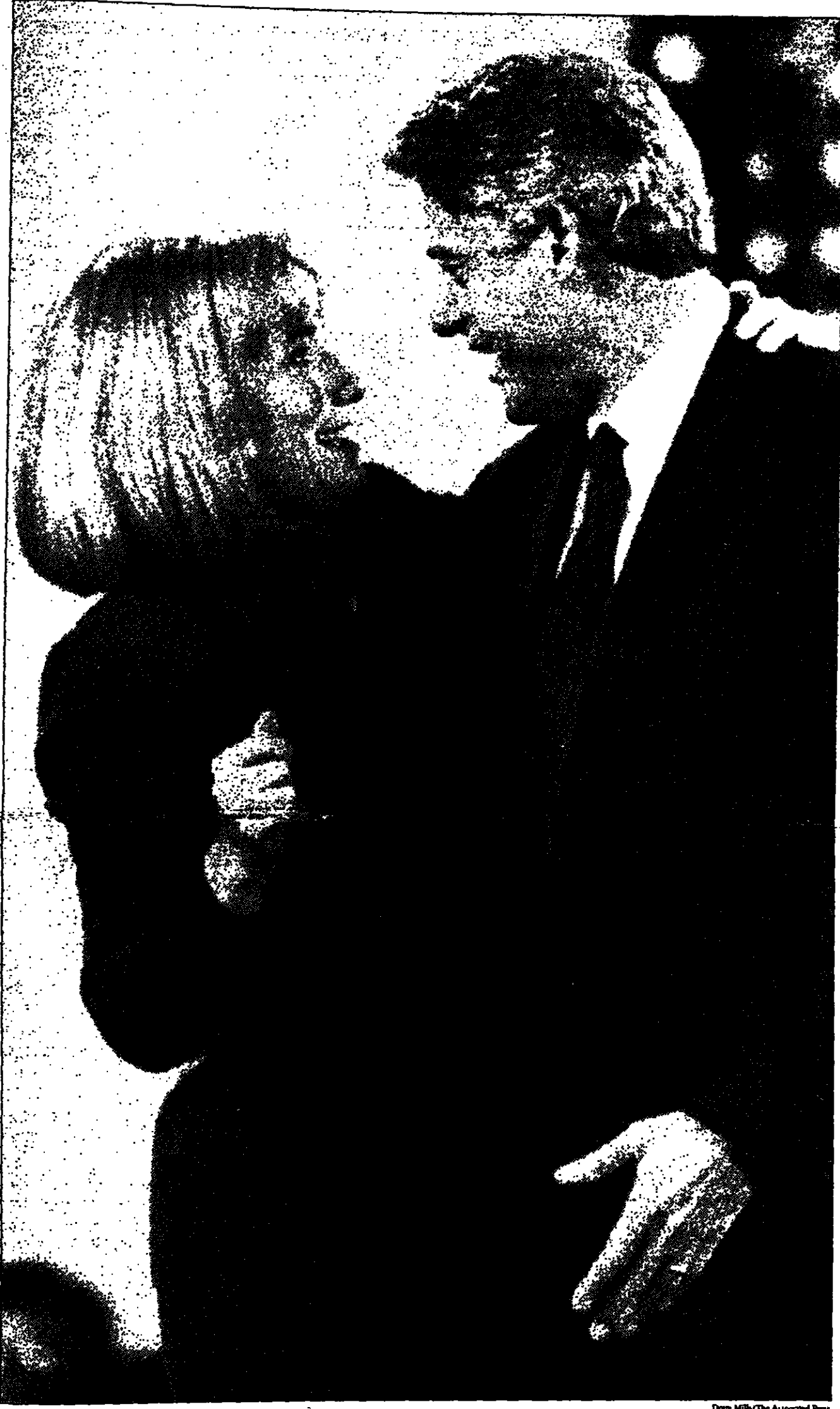
PRESIDENT	States won	Electoral votes	Popular vote	Percent
Clinton	32 + DC	370	43,472,628	43
Bush	18	168	37,929,665	38
Perot	0	0	19,138,191	19

Needed to win: 270 of the 538 electoral votes. Percentages may not total 100 percent because of additional candidates on the ballot in some states.

SENATE	Seats won/leading	Winning incumbents	Seats in new Congress	Change
Republicans	14	11	42	-2
Democrats	20	13	57	+1

HOUSE OF REPRESENTATIVES	Seats won/leading	Winning incumbents	Seats in old Congress	Change
Republicans	175	129	166	+9
Democrats	259	195	268	-9

GOVERNORS	Won	Winning incumbents	Previous	Change
Republicans	4	0	20	-4
Democrats	8	4	28	+4



President-elect Bill Clinton hugging his wife, Hillary, during an appearance in Little Rock, Arkansas, after his electoral victory.

**Kiosk**

**AT&T Weighs \$4 Billion Deal**

American Telephone & Telegraph Co., seeking a major presence in cellular communications, intends to pay \$3.8 billion for an interest in the largest U.S. operator in the fast-growing field. (Page 15)

The deal under negotiation with McCaw Cellular Communications would put AT&T in competition with regional "Baby Bell" phone companies, which operate cellular services in major cities. This would be the long-distance phone giant's biggest acquisition since its \$7.4 billion purchase of the computer maker NCR last year.

Dow Jones	29.44	Trib Index	0.36%
West close	3,223.04	Previous close	89.48

**The Dollar**

New York	1.569	London	1.567
Paris	1.5475	Frankfurt	1.5515
Yen	122.98	Mark	122.45
FF	5.31	DM	5.3065

**U.S. Asks GATT for Sanctions**

By Tom Redburn

PARIS — The Bush administration sought approval Wednesday to impose retaliatory tariffs on up to \$1 billion in European Community agricultural products, as the United States and Europe headed toward a trade war that could become one of the first big international tests for President-elect Bill Clinton after he takes office in January.

If so, Mr. Clinton's response should provide an early clue to whether he will prove to be markedly tougher than President George Bush in wielding U.S. trade weapons in the international economic arena.

The move by U.S. trade officials at the General Agreement on Tariffs and Trade in Geneva followed the breakdown Tuesday night of three days of negotiations in Chicago between EC and U.S. agriculture ministers. They failed to resolve a long-standing conflict over European subsidies for oil-seeds production that unexpectedly became an obstacle to reaching a sweeping world trade liberalization agreement.

European officials acknowledged that, unless they could find a way to avoid the retaliations resulting from an escalating tariff war with the United States, the global economy was likely to reap the grim harvest of a largely parochial farm-subsidy dispute whose seeds were sown years ago.

By killing hopes for a breakthrough in the six-year GATT talks, the impending trans-Atlantic trade conflict could not have come at a worse time.

"Stimulating trade conflicts will now be revived," warned the Dutch foreign trade minister.

Yvonne van Rooy, "The world economy has lost a needed boost. That is bad not only for industrialized economies, but also for developing countries and countries in the Middle East and Eastern Europe."

The oilseeds dispute — in which the U.S. government repeatedly has sought to scale back EC subsidies that largely benefit European, mostly German, producers at the expense of American soybean farmers — only recently became embroiled in the broader GATT Uruguay Round negotiations.

The global trade talks are aimed at bolstering world trade through a new set of rules designed to broaden international access to services and investment, liberalize trade in textiles and agriculture, expand protection of patents and copyrights as well as reduce tariffs on traditional goods.

The entire tangled trade affair is now expected to end up as one of the first matters that Mr. Clinton and his incoming Democratic administration may have to confront. How the new U.S. president responds is likely to shape Washington's approach to international economic issues for years to come.

Some analysts said Mr. Clinton may prove to be a surprise to national leaders who worry that Democrats tend to be more protectionist than Republicans.

"There are widespread fears around the world over Bill Clinton's deep-seated instincts on trade," said Jeffrey A. Garten, a New York investment banker and author who was a White House trade

See GATT, Page 17

**Major Narrowly Survives Vote Commons Clears Way for Maastricht Debate**

Compiled by Our Staff From Dispatches

LONDON — The House of Commons narrowly approved a measure Wednesday paving the way for continued debate on the Maastricht treaty.

The approval, by 319 to 316, represented a vote of confidence for Prime Minister John Major, giving him the negotiating authority he had sought to chair the European Community summit meeting in Edinburgh next month.

Minutes earlier, Commons rejected, by the same vote, an amendment offered by the opposition Labour Party that would have delayed debate on the Treaty on European Union until after the Edinburgh meeting.

The prelude to the late-night vote had been a two-week marathon of lobbying and arm-twisting in which Mr. Major struggled to win back the support of more than 30 rebels within the ranks of his Conservative Party.

In the Commons debate hours before the vote, Mr. Major had warned that rejection would leave Britain "scowling in frustration" on the sidelines of Europe.

Britain, he said, must be allowed "to play a central role" in Europe's development.

"I cannot believe that the House wants a European Community with minimum influence for this country," Mr. Major also warned that without the Treaty on European Union, the country faced a "fatal cocktail" of political and economic instability.

The prime minister, who staked his political and personal prestige on winning the vote, gained welcome support from Chancellor Helmut Kohl of Germany, who rejected claims that the treaty lays the foundation for a federal super-state.

Mr. Major said failure to ratify the treaty would lead to a Community "fighting day after day, time and time again all the battles that were fought and largely won in the treaty."

"Anyone who believes that that situation of uncertainty would be good for political stability, for business, for growth and for jobs would simply be deluding themselves," he said.

The prime minister, answering critics who want ratification delayed until Denmark has held a second referendum on the treaty next year, said all other EC members would ratify it by the end of the year — leaving Britain and Denmark the odd ones out.

Mr. Major has said the ratification bill would be brought back to Parliament before the Edinburgh meeting on Dec. 11 and 12.

"This debate has been turned by the government itself into an occasion to garner support for a discredited prime minister of a discredited government," said John Smith, the Labour leader.

In backing Mr. Major on the treaty, Mr. Kohl warned that it could take more than a generation to bring Europe closer together if the pact were to fail.

Mr. Kohl's comments in an article in The European newspaper, contrasted with those of the German vice-president of the EC Commission, Martin Bangemann, who on Tuesday said treaty provisions on decision-making presupposed "the idea of a federal European state."

(AFP, Reuters)

**The Vote '92**

**Opening to New Era**

With the Reagan-Bush chapter of American history coming to a close, the new president will have the opportunity to shape a new era. Page 2

Bill Clinton's slow, single-minded quest. Page 3

The Japanese marvel at Clinton's youth. Page 3

Germany's icy view of the U.S. president-elect. Page 3

The unknown Arkansas: Europe likes his youth but sees a challenge. Page 3

Full speed ahead for the president-elect's transition team in Little Rock. Page 4

Women made major inroads in Congress. Page 4

Voters in 14 states call for term limits on lawmakers. Page 5

U.S. markets turn to domestic concerns. Page 15

Picking a Clinton-era stock portfolio. Page 15

Asian stocks climb after the election. Page 19.



# VOTE '92 / MOVING ON

## An End to Hard-Core Conservatism, and a Chance to Shape a New Era

By E. J. Dionne Jr.

Washington Post Service

WASHINGTON — An era of American history has come to a close.

Bill Clinton's victory marks the end of the age of heroic conservatism, a time when the right sought to remake the world through market economics, traditional values and military superiority. The president-elect has thus been offered the opportunity Ronald Reagan was accorded 12 years ago: To name and define a new era, a turning point in the nation's life.

Mr. Reagan seized his time. He enhanced the power of the presidency and ushered in vast changes in the nation's global role, in its approach to government, in the economy, in popular attitudes toward the family and culture, in the judiciary and in U.S. intellectual life.

President George Bush's modest share of Tuesday's vote was evidence of how far the country had moved from a central premise of the old era: that government was almost always the problem and almost never part of the solution.

Whatever they disagreed on, Mr. Clinton, the Democrat, and Ross Perot, the independent, thought that righting the economy required government to do a lot more than raise taxes, and they assailed "trickle-down economics."

The next era will be shaped in part by arguments over what the old order was about, and what it achieved.

For critics of the Reagan-Bush years, their most important legacies include a \$4 trillion national debt, the erosion of American competitiveness and the decline of real wages. The era, to its detractors, also was a time of

embittered race relations, spreading homelessness, corporate and speculative excess and a widening gap between the rich and everyone else.

Conservatives point a different picture. How, they ask, can history judge them harshly when they hastened the end of Soviet communism and turned the United States into the world's only military superpower? How can the 1980s be seen as a story of economic decline when the Reagan recovery led to what a Wall Street Journal

### NEWS ANALYSIS

editorial, Robert Bartley, has called "the seven fat years?"

Among the troubling legacies of the conservative era, the budget deficit gets the most attention, and it may indeed represent the largest political failure of the conservative project. In theory, conservatives said they could convince voters that less government was good for them. In practice they failed — and, in some ways, they never really tried.

"Conservatism fell short because it would always postpone or fail to address adequately the question: How much government do we want?" said Terry Eastland, a resident scholar at the Ethics and Public Policy Center and a former Reagan administration official. "It was always easier to cut tax rates than to ask: Do we need entitlement reform or to cut subsidies to farmers who earn more than \$100,000 a year?"

Conservatives paid dearly for this failure, and no one paid a larger price than Mr. Bush. In the face of oceans of red ink, first Mr. Reagan and then Mr. Bush were forced to raise taxes. Mr. Reagan never paid for his departure

from conservative principle. Mr. Bush, who took the "read my lips" pledge, did.

The shape of the economy at the end of the Reagan-Bush era will be debated for years. There was considerable economic growth in the 1980s, but many Americans sensed that they never enjoyed its fruits. Many had to "trade down" to jobs with less pay and fewer benefits. In many families, it took two jobs to make ends meet. Many families kept up, but did not sense that a rising tide was doing anything to lift their economic boat.

This was more than an economic problem for conservatives. It became a moral problem as well. If the values conservatives espoused involved rewarding hard work, family stability and obedience to the law, what could conservatives say to those who lived by all those rules and found themselves slipping behind?

This was a particular crisis for the Reagan Democrats, voters of modest means who believed in those "traditional values." Thus another major conservative failure lay in the sense of betrayal felt by the Reagan Democrats, most of whom came home on Tuesday to their old allegiances.

The Reagan Democrats also were attracted to the right's muscular anti-communism and its desire to restore American strength in the world. The high point of this assertive national self-confidence was reached during Reagan's "morning in America" campaign in 1984, and rose again with the collapse of communism and then with the U.S. triumph in the Gulf War last year.

Conservatives still fairly claim a victory in the fact that after a post-Vietnam period of doubt, Americans now see their nation's power as mostly a force for good in the world. But for the 1990s, standing astride the world

multilaterally is not what matters most to voters. An America that defeated the Soviet Union in a political and military competition is now consumed with improving its chances in an economic contest with Japan and the industrial powers of Western Europe.

Herein may lie one of the greatest ironies of the conservative era. Nothing so united the American right as the battle against Soviet communism, and they see the West's triumph in the Cold War as one of history's most important moments.

But voters saw the Cold War victory as yesterday's news and Mr. Bush's emphasis on his role as "commander in chief" could not penetrate an electorate that felt, in the phrase of Senator Harris Wofford, Democrat of Pennsylvania, that "it's time to take care of our own."

The most lasting mark of the conservative era will be the judicial revolution created by years of Republican appointments to the federal bench. Reagan and Bush appointees now comprise 65 percent of the federal judiciary and a majority of the Supreme Court. Mr. Clinton instantly can start rolling back conservative gains with appointments of his own, but a counterrevolution could take years to complete.

An increasingly conservative federal judiciary already has forced liberals to seek many of their victories in Congress, in the state legislatures and at the ballot boxes, not in the courtroom. Conservative courts have rewritten criminal procedure, expanded the ability of states to regulate abortion and taken a more expansive view of property rights.

Much more tenuous have been the achievements of the conservatives' war on government regulation. Advocates

of stringent regulation are more conscious now of the economic costs of regulatory policies, but in many areas, especially the environment, the conservatives' regulatory rollbacks never were broadly popular.

Mr. Bush expressed his own sense that the country opposed a full-scale war on environmental regulation when he signed a clean air bill and appointed William K. Reilly, respected by environmental groups, as head of the Environmental Protection Agency.

The Reagan-Bush era's battle for "traditional values" probably was more successful than liberals would like to admit, but much less successful than conservatives had hoped.

Mr. Clinton's own campaign showed that he sensed that certain values dubbed "conservative" were widely accepted in the country. He knew he needed to assert his fealty to private enterprise, call for "responsibility" from the recipients of social programs, speak of the importance of family stability, be tough on crime and criticize bureaucracy.

Republicans tried relentlessly and unsuccessfully to upend Mr. Clinton by using issues rooted in the politics of the 1960s — Vietnam-era draft evasion, marijuana use, crime, even the feminism of his wife, Hillary.

And on many questions the country may have become more liberal during the conservative era. Thus could Mr. Clinton enthusiastically embrace gay rights and gender equality, and support abortion rights with a minimum of caveat and a court the young on MTV.

Mr. Clinton was unrelenting in waging war not simply on Mr. Bush, but also on the last 12 years. He ran to end an era, and he did.

## A Slow, Single-Minded Quest Will, and Luck, Helped Clinton to Persevere

By David Maraniss

Washington Post Service

LITTLE ROCK, Arkansas — Bill Clinton appeared before a tumultuous crowd outside the Old State House as the president-elect, a job he had prepared for with singular determination since a summer day in 1963 when he shook John F. Kennedy's hand and dreamed of someday carrying forward the JFK legacy for another generation.

Standing in the same spot election night where he had announced his candidacy 13 months before, engulfed by the chants of "Landslide! Landslide!" Mr. Clinton, 46, jubilantly acknowledged the culmination of a long political rise that was as improbable as it was ambitious. It was one in which he transformed himself, reconstructed the Democratic Party and overcame a series of potentially debilitating obstacles through will, perseverance, irrepressible love of politics and luck.

William Jefferson Clinton had much to overcome.

Born fatherless in a poor Southern state that had never produced a president, Mr. Clinton rose to the governorship of Arkansas and then was reduced to the status of has-been at age 34, when voters in 1980 turned him into the youngest former governor in U.S. history.

He regained the governor's office two years later and began a long, slow quest for national recognition, hindered by the low social and educational rankings of his state. He first publicly talked of seeking the presidency in the mid-1980s, only to bow out in 1987, citing his family. When he decided to run in the 1992 race, he was overshadowed for months by speculation over the intentions of a better-known gover-

nor of a large Northern state, Mario M. Cuomo of New York.

Dismissed as a longshot when he entered the race last year, at a time when President George Bush's approval rating was above 70 percent, Mr. Clinton was anointed prematurely as the Democratic front-runner before the public knew his character or his record as governor.

Then he was derided as a mortally wounded whale, his candidacy harpooned last winter by allegations that he was a draft-dodging womanizer.

During the primaries, he was characterized as a closet Republican, a "pander bear" and a soft peanut waiting to be unshelled by Mr. Bush. He was ridiculed for his tendency to talk his way around flaws, most noticeably his "I didn't inhale" remark, uttered after he said he had experimented with marijuana as a student.

Rendered seemingly irrelevant by the phenomenon of Ross Perot's independent candidacy in May and June, he was then savaged by Mr. Bush as a waffler and an unpatriotic overseas war protester.

Yet, Mr. Clinton endured and prevailed, associating his tribulations with those of people struggling to survive and hungry for change and hope.

Most of his campaign aides now acknowledge that they thought Mr. Clinton's candidacy was doomed in New Hampshire in February.

Bruce Reed, the issues director, said he would never forget the Sunday nine days before that state's primary, when the campaign's polls showed an unbreakable free fall after a former Arkansas television reporter, Genieffer Flowers, said that she had had a 12-year affair with the governor.

"They all looked like somebody had shot their dog," Mr. Reed said. "The governor, too."

That was before the revelation that as a 23-year-old Rhodes Scholar, Mr. Clinton had written and thanked a Reserve Officers' Training Corps commander at the University of Arkansas for saving him from the draft. And it was the day before Mr. Clinton fell sick.

"In the holding rooms before he went out to speak, he would be coughing and heaving and spitting and wheezing," said David Matthews, a longtime political ally in Arkansas. "He looked like hell. But the guy just won't stop."

The candidate, normally cool under pressure, lost his temper at times during those days, unwilling to accept the notion that his years of planning might be for naught.

Mr. Clinton survived long enough to pronounce himself the "Comeback Kid," and established a pattern that carried him through. The bleaker things looked, the harder he would work, shake more hands, get up earlier, scratch around for the right plan — and somehow, in the midst of it all, luck would break his way.

It was lucky for Mr. Clinton, his aides say, that at his most vulnerable he was stronger than the competition, that the economy remained flat, that Mr. Bush let the right wing dominate the Republican convention, that the once-incomparable Bush campaign team seemed in disarray.

But none of the lucky breaks are among the moments Mr. Clinton and his aides remember as turning points. Their key moments were more mystical than practical — moments when this most rhythmic of political campaigners suddenly figured out the best.

Christopher Ashby, one of his Georgetown University room-

mates, once said that Mr. Clinton had "an absolutely eerie ability to predict exam questions and study for the right ones."

And so it was in this campaign. At debates, at town meetings, in contests for individual states, in putting together a thematic message for the campaign, Mr. Clinton consistently predicted the questions and often figured out the answers before his staff, his opponents or the press. On those few occasions when he was uncertain what the questions were, for a few days in New Hampshire and then during the New York primary and



Stuart Williamson, an artist at Madame Tussaud's Wax Museum in London, finishing off a clay likeness of President-elect Bill Clinton on Wednesday in preparation for making a wax cast.

again in May, he was depressed and testy. Then he would figure it out and his mood would lift.

Mr. Clinton's mother, his friends, his teachers, his longtime political allies and his new assistants saw that he carried a singular dream to be president. As boys of 15 he and his best friend, David Leopold, would play touch football in their yard and sometimes pretend they were Kennedys on the White House lawn. For Mr. Clinton's birthday this August, Mr. Leopold bought him a football.

The first game is scheduled for late January behind Mr. Clinton's new house in Washington.

## Sweet Irony of Renunciation

### Al Gore, Having Opted Out, Finds Himself Back on

By Steven A. Holmes

New York Times Service

NEW YORK — When the subject of Al Gore Jr. is raised, inevitably the phrase "born to lead" — spoken with either admiration or sarcasm — seeps into the conversation.

Still, if it was preordained for this Washington-born child of a former senator to reach the heights of power, his rise to the vice presidency has been by fits and starts.

After his disastrous 1988 run for the Democratic presidential nomination — which thrust him onto the national stage but also saw him alienate large blocks of traditional Democratic voters — he is as surprised as anyone to be in the position he's in now.

"I certainly had not given up the thought of running for president," Mr. Gore said when asked about his feelings after his defeat four years ago. "I made no bones about the fact that I wanted to be president and would run again when I had the opportunity."

"But if somebody had told me in 1988 that come January '93 you'll be inaugurated as vice president of the United States, I would have said, 'You're nuts.'"

Mr. Gore's astonishment stems both from having won an office he had disparaged in the past and his feeling that he had removed himself from consideration when he said in August 1991 that he would not run in 1992. At the time, he said he wanted to devote more time to his family and young son, who was nearly killed after being struck by a car two years earlier.

But in what Mr. Gore feels is a sweet irony, the banking of the fire of his ambition moved him closer to national power rather than farther away.

"I think that sometimes in life — and I'm neither old enough, nor wise enough to put this in proper words — when you care about something a lot and you give it up for the right reasons, it will come back to you in a different form with a deeper meaning," he said.

"That's what this feels like," he said. "I gave up my ambition to be president in the 1992 cycle for the right reasons, because of my fam-

ily's health process, and stayed completely out of it and really enjoyed not running for president. And then a place on the national ticket came back to me, unsolicited, unsought, in a different form and with a deeper meaning because the element of personal ambition had been in significant measure drained out of it."

Albert Arnold Gore Jr. was born March 31, 1948, the son of Albert A. Gore Sr., a Democratic representative, and later senator from Tennessee, and Pauline La Fon Gore, a graduate of the Vanderbilt law school.

From childhood throughout much of his adult life, Mr. Gore seemed to be driven to achieve. He was the less rebellious of his parents' two children; an honor student and captain of the football team at St. Albans School for Boys, an exclusive preparatory school in the capital; a cum laude graduate of Harvard; a diligent congressman, and an expert on arms control and the environment.

In 1988 he wanted to be the youngest president in the country's history.

In all his successes, and even in his failures, friends say, Mr. Gore made his mark more through doggedness than flash. But his diligence and discipline can border on bland and boring. In 1988, after a consultant suggested that because few voters could identify him Mr. Gore should not vary his wardrobe too much, he drove the pages of his staff to the wall by refusing to appear in anything but a blue suit, light blue shirt and red tie.

Like many of his classmates at Harvard, Mr. Gore opposed U.S. involvement in the Vietnam War. But classmates say he was not an active participant in the anti-war movement.

Vietnam was to confront Mr. Gore with his own moral quandary after his graduation from Harvard in 1969. At the time, his father, an outspoken opponent of war, was locked in a bitter and close reelection battle for his Senate seat in which his opponent, Bill Brock, was making an issue over the senator's anti-war stand.

Mr. Gore considered leaving the

country to avoid the draft — a move his parents say they would have supported — but he knew that it would have doomed his father's chances. In the end, he enlisted in the army, motivated, he says, by his desire to help his father and because if he had avoided the draft, someone else from his small town of Carthage, Tennessee, would have had to go. Nevertheless, the senator lost by 46,000 votes.

In Vietnam, he served as a reporter for the newspaper of the 20th Engineering Battalion, stationed outside Saigon.

But his father's loss, the war and the Watergate scandal a few years later soured him on politics.

"When I was a little kid, I remember thinking, maybe I would like to do what my father did," Mr. Gore said. "But I completely abandoned that notion, especially after coming back from Vietnam, going through the Watergate years and becoming so disillusioned with government and politics."

Returning home in 1971, he went to work as a reporter for The Tennessean, a newspaper in Nashville, attended the Vanderbilt Graduate School of Religion and tried his hand as a home builder and a livestock and tobacco farmer. While writing about politics and government for the newspaper he began to feel, he said, that he "could handle some of the decisions I was writing about more creatively than some of the people I was covering."

In 1974, when the local congressman abruptly retired, Mr. Gore said he made a "snap decision" to run for the office. After squeezing out a victory in the Democratic primary, he won going away in the general election.

Recalling that his father's defeat in 1969 stemmed in part from accusations that he had lost touch with his constituents, Mr. Gore made sure he kept in contact. In his eight years as a congressman he attended more than 1,300 town meetings in his district, spending an average of three weekends a month away from his family in order to do so. Mr. Gore is married to the former Mary Elizabeth (Tipper) Altonson, and they have four children: Karenna, Kristin, Sarah and Albert 3d.

## Presidential Vote State-by-State

The Associated Press

Here are the latest, unofficial returns in the presidential race in each state. This table includes the popular vote and electoral vote for each candidate listed. The percentage of precincts reporting in each state is given in the column headed "PR." The popular vote for the candidates is listed next, with the percentage of the vote for each in the state. The percentages may not add to 100 because of other candidates on the ballot.



States	PR	Clinton %	Bush %	Perot %
Ala.	99	669,844-41	795,234-48	179,639-11
Alaska	92	57,264-32	73,683-41	50,034-28
Ariz.	99	519,636-37	542,160-39	338,092-24
Ark.	98	484,635-54	324,565-36	96,277-11
Calif.	99	4,812,317-47	3,338,942-32	2,144,856-21
Colo.	99	618,256-20	590,036-36	358,662-23
Conn.	99	681,079-43	574,738-36	345,476-22
Del.	100	125,997-44	102,436-36	59,061-21
D.C.	100	186,301-86	19,813-09	9,284-04
Fla.	99	2,030,573-39	2,108,193-41	1,032,025-20
Ga.	99	987,459-44	969,068-43	302,864-13
Hawaii	100	178,893-49	156,430-54	176,863-44
Idaho	99	134,249-29	201,787-43	175,702-23
Ill.	98	2,378,871-48	1,717,734-35	832,306-17
Ind.	99	835,063-37	596,436-26	451,381-20
Iowa	100	383,934-44	303,338-38	251,040-19
Kans.	99	385,875-34	442,968-39	202,689-14
Ky.	100	659,706-45	615,753-42	202,689-14
La.	99	806,494-46	724,349-42	208,799-12
Maine	98	257,988-39	204,180-31	200,941-30
Md.	100	941,898-50	671,609-36	271,198-14
Mass.	100	1,315,016-48	803,974-29	630,440-23
Mich.	98	1,795,144-44	1,496,672-37	801,220-20
Minn.	96	990,163-44	730,094-32	545,987-24
Miss.	99	391,232-41	478,376-50	83,717-09
Mo.	98	1,039,932-44	800,447-34	511,292-22
Mont.	100	153,754-38	143,677-36	106,657-26
Neb.	100	214,106-30	358,646-47	171,938-24
Nev.	99	185,401-38	171,378-35	128,532-26
N.H.	100	207,264-39	199,623-38	120,029-23
N.J.	99	1,358,684-43	1,302,405-41	503,915-16
N.M.	99	251,991-46	206,659-38	89,695-16
N.Y.	99	3,243,854-50	2,269,406-35	1,026,616-16
N.C.	99	1,089,914-43	1,112,726-44	349,280-14
N.D.	95	95,810-32	131,489-44	68,190-23
Ohio	99	1,960,029-40	1,867,831-39	1,021,343-21
Oklia.	100	473,066-34	592,929-43	319,978-23
Ore.	97	520,798-43	389,857-32	304,370-25
Pa.	99	2,222,882-45	1,776,449-36	894,920-18
R.I.	99	198,877-48	121,864-29	94,717-23
S.C.	99	474,541-40	569,818-48	137,224-12
S.D.	100	124,861-37	136,670-41	73,296-22
Tenn.	100	933,504-47	840,691-43	199,616-10
Texas	99	2,277,835-37	2,458,555-40	1,349,673-22
Utah	99	181,111-26	319,214-46	201,078-29
Va.	99	125,803-46	85,512-21	61,510-23
Va.	99	1,028,193-41	1,139,616-45	343,469-14
Wash.	99	855,257-44	609,535-31	470,949-24
W.Va.	99	323,939-49	236,359-35	105,608-16
Wis.	99	1,029,585-41	921,889-37	539,352-22
Wyo.	100	67,858-34	79,513-40	51,182-26
Totals		43,468,756-43	37,925,325-38	19,136,436-19

## An Armor-Plated Sobriquet

The traditional symbols of the major U.S. political parties are the Republican elephant and the Democratic donkey. Because Ross Perot, the 1992 independent candidate for president, has not indicated his choice of symbol, the International Herald Tribune has represented him with an armadillo — a small, burrowing animal protected by an armor of bony plates. Like Mr. Perot, it is a native of Texas.

## Bush's Graciousness Cuts Through Gloom

By Michael Wines

New York Times Service

HOUSTON — At a gloomy and sometimes angry post-election gathering, it was left to George Bush to sound a note of grace in defeat.

"The people have spoken, and we respect the majesty of the democratic system," the president said Tuesday night. "And I want the country to know that our entire administration will work closely with his team to ensure a smooth transition of power."

Mr. Bush said he had called Bill Clinton, the president-elect, to congratulate him and to pledge full cooperation in the transition.

Before his concession speech, the mood had been ugly in the cozy ballroom festooned with balloons and Bush-Quayle banners. The younger party loyalists wore defiant buttons: "Smile if You've Had an Affair With Bill Clinton" and "I Amore the Media."

When the pack of photographers that precedes Mr. Bush to his public appearances trooped into the room, the crowd erupted in the chant, "No more press! No more press!"

But Mr. Bush, who had bashed his share of journalists recently and said more than a few nasty things about Mr. Clinton as well, would have none of it.

"We must all pull together now," Vice President Dan Quayle said, watching the returns in Indianapolis. "He is going to be president of the United States for the next four years. If he runs the country as well as he ran his campaign, we'll be all right."

But it was hard for many in the room here to accept that Mr. Bush had not just lost but had been thrashed in a game that the Republicans once ruled like baseball's New York Yankees in their heyday.

Peninsula's rooftop pool

has the only

lanes in New York

that aren't jammed.

THE PENINSULA  
NEW YORK

SHARE THE EXPERIENCE

Telephone: (1) 212 247 2200 Fax: (1) 212 903 3949  
The Peninsula - Hong Kong • Manila • New York • Beverly Hills  
The Palace Hotel Beijing • The Kowloon Hotel Hong Kong

</



# VOTE '92 / SEEN FROM OTHER CAPITALS

## Only 46! Japanese Can't Quite Believe It

By T.R. Reid  
*Washington Post Service*

TOKYO — If George Bush could only have run in Japan, he might be the guy celebrating a landslide.

A poll in the Yomiuri Shinbun newspaper last weekend showed that 41 percent of the Japanese people thought Mr. Bush would be a better president, and only 14 percent picked Bill Clinton. That reflects the general Japanese preference for Republicans (on the theory that they are free traders) and a particular regard for Mr. Bush.

For one thing, Mr. Bush's let-by-gones-be-by-gones speech on the 50th anniversary of Pearl Harbor is still recalled as a generous act of statesmanship. Further, Mr. Bush's career, with various government and party jobs leading to the top spot in his mid-60s, fits the Japanese mold.

Mr. Clinton's political leap from a small state to the White House at age 46 would be unthinkable in Japan. But just for that reason, the president-elect has electrified the Japanese, and the media are gearing up for a "Clinton boom."

When the TV Asahi network flashed the news of his election shortly after noon Japan time, the screen showed a picture of Clinton with big red characters reading "Only 46 years old!"

The Clinton phenomenon reminds us of 1960, with an energetic, young Democratic president coming in to move the country," said a political scientist, Eiji Shindo. "That was an exciting time for the Japanese."

The Japanese are just now discovering that America's president-to-be comes from a small town called Hope and that he has a wife named Hillary, which just happens to be the name of the title character in Japan's top-rated television situation comedy. In the past two days, Japanese TV crews have broadcast from just about every barbecue and car-fish joint in Little Rock.

## Asia's Postelection Headache

By Michael Richardson and Steven Brull  
*International Herald Tribune*

SINGAPORE — Asian nations, uncertain how they will be treated by a Clinton administration, expressed concern Wednesday that the United States might adopt tougher policies toward Japan and China, creating tensions that could impede economic growth in the region and undermine stability.

Officials feared that Japan, China and other East Asian nations with persistently large trade surpluses with the United States could face new retaliatory measures if Bill Clinton acts on campaign pledges to force Asian markets to open more to American exports.

Underlining this concern, Kichii Miyazawa, the Japanese prime minister, instructed aides to make arrangements for him and Foreign Minister Michio Watanabe to meet Mr. Clinton in Washington as soon as possible after inauguration.

Goh Chok Tong, Singapore's prime minister, said that when Mr. Clinton — who focused mainly on domestic issues in the campaign — "looks across the Pacific, I hope he sees partners, not potential adversaries." He said East Asia hoped that the Clinton administration would succeed in reinvigorating America because "a robust U.S. economy and a fast-growing East Asia will reinforce one another."

The United States has been a key engine of economic growth in East Asia for the last two decades as the most important export market for many nations in the region. Asians are worried that Mr.

Clinton's insistence on removing most-favored-nation status from China, and Beijing respects human rights, may strengthen Communist hard-liners in China and impede post-Cold War cooperation in the region.

Asia wants to be reassured that in restoring growth competitiveness to the American economy, the Clinton administration will be "taking the high road of free trade and not the low road of protectionism," said Tommy Koh, head of the Institute of Policy Studies in Singapore and a former ambassador to Washington.

Mr. Watanabe said that U.S.-Japan friction could intensify if Mr. Clinton became president. "The Democratic Party has been supporting trade protectionism and attempting to put a brake on the sale of cheaper Japanese goods," he said.

Economic frictions could weaken security links between Japan and the United States, which many Asian nations regard as a bulwark against Japanese rearmament.

Officials of other countries in the region have warned repeatedly that if Tokyo started to deploy its already powerful defense forces independently of the United States, it would trigger a regional arms race.

Mr. Clinton has said he would retain a U.S. military presence in South Korea to deter possible aggression from the North. But his plan to increase investment in the U.S. economy calls for cutting the \$300 billion budget deficit in half in four years via spend-

ing reductions and higher taxes on the wealthy and foreign corporations, many of them Japanese.

Analysts said they expected the spending ax to fall heavily on defense, including U.S. forces stationed in East Asia and the Western Pacific. Many of the U.S. forces in Asia are based in Japan.

Ali Alatas, the Indonesian foreign minister, said that a continued U.S. military presence in East Asia and the Western Pacific was essential to maintain a post-Cold War security equilibrium between the four major powers in the region — China, Japan, Russia and the United States.

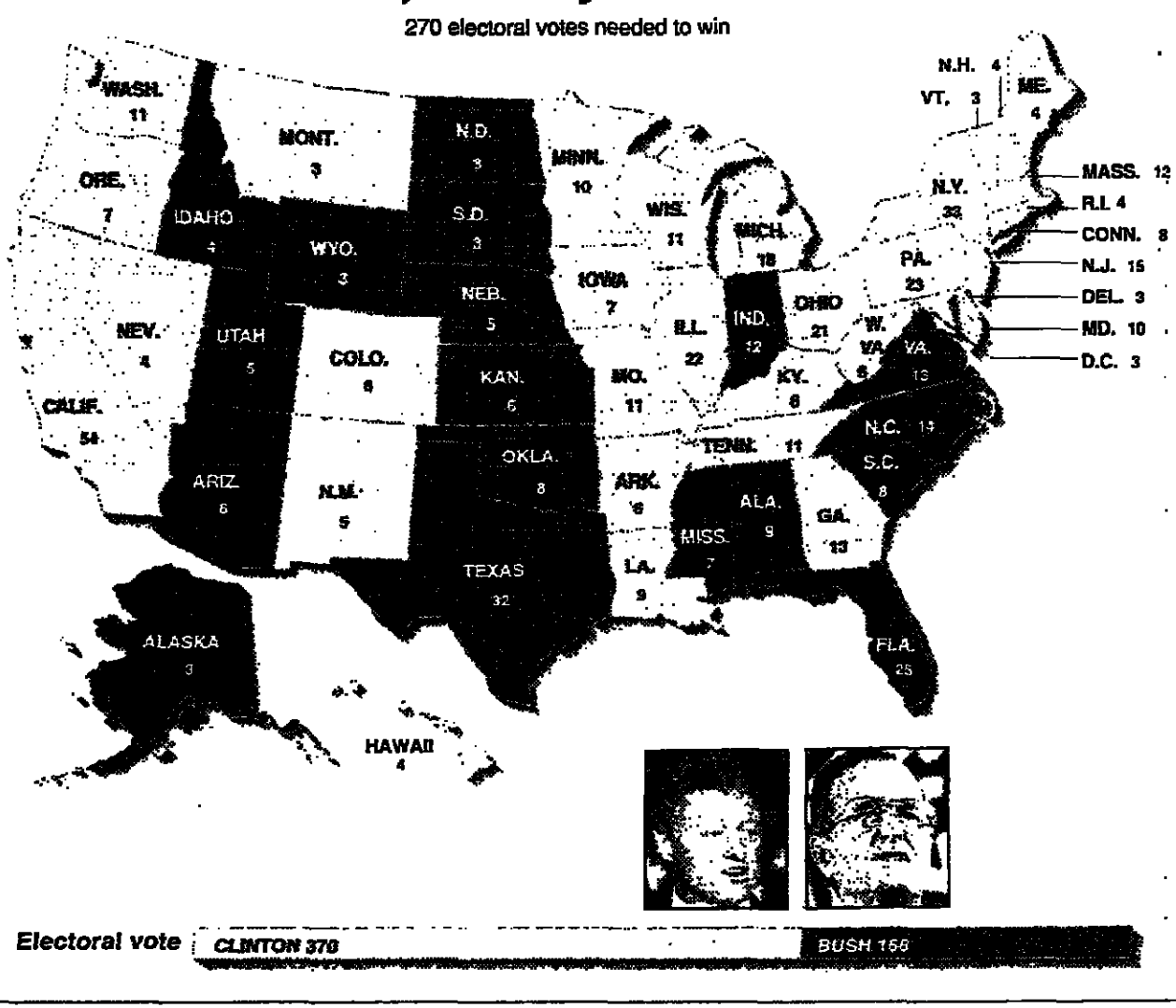
"Sure, the U.S. has to readjust its policies and perhaps even its numerical presence," he said. "But the U.S. military presence must remain because it is a vital component of the quadrilateral equilibrium."

Mr. Koh said countries in Asia hoped that Mr. Clinton would balance his commitment to promoting democracy and human rights in China with a realistic assessment of American national interests.

But Asian fears about the possible adverse impact on their interests of Mr. Clinton's victory clearly overshadow hopes of benefits or even of business as usual.

Mr. Watanabe said it was possible that a Clinton administration would reactivate the U.S. "Super 301" legislation that expired two years ago. The legislation enabled Washington to impose tariffs of up to 100 percent on exports of a country that refused to open its markets to American goods.

## The Electoral Vote, State by State



## The Unknown Arkansan: Europe Likes His Youth but Sees Challenges

By Joseph Fitchett  
*International Herald Tribune*

PARIS — For Europe, the arrival of Bill Clinton looks like good news in the short run. But the deeper implications of the changeover are liable to test the transatlantic relationship.

This evaluation was implicit Wednesday in the reactions expressed privately by European policymakers, who stressed that the generational change in U.S. leadership eventually will outweigh the loss of continuity.

Potentially tenuous are global trade frictions and the risks to Western cohesion if tensions in the former Soviet Union lead to a Russian crackdown.

Both U.S. and European officials expressed concern that a crisis calling into question the democratic orientation of Russia could bring old fault lines: Washington is inclined to chasten governments that violate human rights, whereas some of its European allies are inclined to accommodate an unruly neighbor in hopes of better days.

An important early test will be the GATT talks, which are likely to reveal the extent of Mr. Clinton's willingness to engage in trade wars if necessary to deliver on his promises.

Another is the Yugoslav dilemma, especially whether Mr. Clinton will tilt U.S. policy toward

private emissaries from the president-elect have promised foreign-policy continuity, but European specialists say that although Mr. Clinton probably will look to the past initially, he is bound to develop his own style in diplomacy as he familiarizes himself with international deal-making. This will be a new element for a man who has traveled little outside the United States and has never negotiated with foreign leaders.

Even without a major crisis, allied cohesion may also become harder to manage if Mr. Clinton unseats Europe with policy shifts elsewhere in the world. For example, he could adopt a much harsher line toward China over human rights, or he could create the impression of less U.S. determination to press all sides for an Arab-Israeli settlement.

The new element in all these eventualities is that "the new guys are capable of challenging almost any of the working assumptions about U.S. foreign policy because they are the first leaders in the West who are free of any nostalgia for the Cold War and its rules," a French official said.

But, he added, "this new body language in Washington" has not yet been read by European leaders.

Europeans, from the little they know of Mr. Clinton or surmise about his likely foreign policy, expect the new administration to assign top priority to domestic economic recovery and therefore to be less concerned with maintaining the symbols and substance of U.S. political ascendancy in Europe.

Both those shifts — reversing the Bush administration's priorities in allied relations — would please major European governments, especially Germany and France. Less vigorous U.S. diplomatic action would offer wider opportunities for the European Community to strengthen its voice.

retreat into isolationism or protectionism and that he may actually welcome a more assertive Europe that reduces U.S. responsibilities.

In particular, France hopes that the Clinton administration will adopt a more open-minded approach to the question of future leadership in the Western alliance, according to diplomats in Paris. Such an attitude would create opportunities to advance French policies favoring reduced U.S. authority in Europe and a wider political role for the European Community.

European officials said that they expected the Clinton administration to be more inclined than its predecessors to support multilateral cooperation — for example, by earmarking troops for fast call-up by the United Nations Security Council.

Yet, even if Mr. Clinton adopts a more flexible attitude toward some European security initiatives, such as the army corps being set up by France and Germany, most European officials said they discounted the possibility of a sudden U.S. retreat from Europe.

### NEWS ANALYSIS

more active military involvement, as he seemed to promise during the campaign.

"If he just orders the Pentagon to come up with ideas for limited actions," a European official said, "that might be enough to prevent the war from spreading."

Mr. Clinton is expected to surround himself with experienced hands, a European specialist said, his concept of foreign policy so far consisting of little more than an idea of "trying to be less naive than Carter, less hard-headed than Bush." In the campaign, Mr. Clinton said less about his international intentions than any presidential candidate had for decades.

## Senate Vote State-by-State

Here are the latest returns in the races for the U.S. Senate. An "X" before a name indicates the winning candidate and an "O" means the candidate is neither Democrat nor Republican. The notation (I) signifies an incumbent.

<b>ALABAMA (9%)</b>			<b>KENTUCKY (100%)</b>		
x-Shelby	D (I)	1,008,021 66	x-Ford	D (I)	833,002 64
Sellers	R	514,941 34	Williams	R	475,874 36
<b>ALASKA (3%)</b>			<b>LOUISIANA</b>		
Smith	D	69,862 38	x-Breaux	D (I)	Uncont.
x-Murkowski	R (I)	86,656 58			
Jordan	O	15,166 8	<b>MARYLAND (100%)</b>		
<b>ARIZONA (9%)</b>			x-Mikulski	D (I)	1,247,386 71
Sargent	D	417,560 32	Keyes	R	503,956 29
x-McCain	R (I)	731,834 56	<b>MISSOURI (98%)</b>		
McMahon	O	139,604 11	Rothman-Serot	D	1,042,537 46
Delamare	O	21,826 2	x-Bond	R (I)	1,203,121 54
Finkelstein	O	6,064 0	<b>NEVADA (98%)</b>		
<b>ARKANSAS (9%)</b>			x-Reid	D (I)	247,732 52
x-Bumpers	D (I)	529,168 60	Dahl	R	194,527 41
Huckabee	R	353,143 40	These	O	12,815 3
<b>CALIFORNIA (99%)</b>			Cronwell	O	7,091 1
x-Feinstein	D	5,491,445 54	Garcia Jr.	O	11,045 2
Seymour	R (I)	3,775,767 37	<b>NEW HAMPSHIRE (100%) open</b>		
Meeuwenberg	O	264,353 3	Ram	D	232,846 48
Boddie	O	266,351 3	x-Gregg	R	247,215 50
Home	O	286,873 3	Brady	O	9,577 2
<b>CONNECTICUT (99%) open</b>			<b>NEW YORK (99%)</b>		
x-Boxer	D	4,856,103 48	Abrams	D	2,892,102 49
Herschensohn	R	4,288,284 43	x-Amato	R (I)	3,000,062 51
McCready	O	351,109 3	<b>NORTH CAROLINA (99%)</b>		
Ganis	O	220,130 2	Sanford	D (I)	1,170,608 48
Torres	O	350,253 3	x-Faircloth	R	1,273,270 52
<b>COLORADO (99%) open</b>			<b>NORTH DAKOTA (98%) open</b>		
x-Campbell	D	789,034 55	x-Dorgan	D	172,805 60
Considine	R	647,605 45	Sydness	R	114,074 40
<b>CONNECTICUT (99%)</b>			<b>OHIO (99%)</b>		
x-Dodd	D (I)	883,446 61	x-Gleason	D (I)	2,410,110 55
Johnson	R	563,591 39	DeWine	R	1,984,122 45
<b>FLORIDA (99%)</b>			<b>OKLAHOMA (100%)</b>		
x-Graham	D (I)	3,178,446 66	Lewis	D	494,350 38
Grant	R	1,665,122 34	x-Nickles	R (I)	757,876 59
<b>GEORGIA (99%)</b>			x-Ledgerwood	O	20,972 2
Fowler Jr.	D (I)	1,079,690 49	Edwards	O	21,225 2
Cowardell	R	1,045,780 48	<b>OREGON (97%)</b>		
Hudson	O	68,269 3	AuCoin	D	553,077 48
<b>HAWAII (100%)</b>			x-Packwood	R (I)	604,470 52
x-Inouye	D (I)	207,794 58	<b>PENNSYLVANIA (99%)</b>		
Reed	R	97,653 27	Yeackel	D	2,213,745 49
Martin	O	49,789 14	x-Specter	R (I)	2,342,111 51
<b>IDAHO (99%) open</b>			<b>SOUTH CAROLINA (99%)</b>		
Stallings	D	207,124 43	x-Hollings	D (I)	583,571 52
x-Kempthorne	R	269,309 57	Hartnett	R	546,569 48
<b>ILLINOIS (98%) open</b>			<b>SOUTH DAKOTA (100%)</b>		
x-Brann	D	2,554,794 55	x-Deschle	D (I)	216,866 66
Williamson	R	2,107,411 45	Haar	R	108,573 33
<b>INDIANA (99%)</b>			Hercules	O	4,369 1
Hogsett	D	887,916 42	<b>UTAH (99%) open</b>		
x-Coats	R (I)	1,250,246 58	Owens	D	297,838 42
<b>IOWA (100%)</b>			x-Bennett	R	416,356 58
Lloyd-Jones	D	349,533 28	<b>VERMONT (99%)</b>		
x-Grassley	R (I)	893,272 72	x-Leahy	D (I)	145,653 55
<b>KANSAS (99%)</b>			Douglas	R	116,847 45
Dell	D	346,598 32	<b>WASHINGTON (99%) open</b>		
x-Dole	R (I)	695,697 64	x-Murray	D	1,035,909 55
Campbell-Clinc	O	45,281 4	Chandler	R	856,595 45
<b>KENTUCKY (100%)</b>			<b>WISCONSIN (99%)</b>		
x-Ford	D (I)	833,002 64	x-Feingold	D	1,276,977 53
Williams	R	475,874 36	Kasten Jr.	R (I)	1,118,056 47

## Bonn Views Clinton Warily

By Marc Fisher  
*Washington Post Service*

BERLIN — Germany sought Wednesday to put the best possible face on the rejection of its government's most valued U.S. ally of the postwar era.

Chancellor Helmut Kohl called Bill Clinton to offer the president-elect congratulations and later issued a statement that, as the news service DPA noted, demonstrated Mr. Kohl's lack of familiarity with Mr. Clinton by calling him William. With George Bush, Mr. Kohl had enjoyed a first-name relationship — rare for German leaders.

Mr. Kohl devoted a large chunk of his statement to effusive praise of Mr. Bush, his friendship with Germany and "his great service" to German reunification. German Foreign Minister Klaus Kinkel, who directed a warmer letter to the Arkansas governor, said on the radio that he had noticed Mr. Clinton's "tendencies" toward limiting U.S. engagement abroad and making sharper cuts in the U.S. military presence in Europe.

"One can certainly say, with this new president, America will turn more strongly to domestic issues," Mr. Kinkel said, but added that Mr. Clinton "is anything but an isolationist."

Citizens relying on Germany's media have an overwhelmingly slanted view of Mr. Clinton, who has been portrayed as a buffoon, ignorant of anything outside his own country. The Frankfurter Allgemeine Zeitung, Germany's leading serious newspaper, said Mr. Clinton's utterances on foreign affairs were meaningless.

The weekly magazine Stern headlined its main profile of the president-elect "The Chameleon from Arkansas." The daily Die Welt called him "an election opportunist" whose promises remain vague even if "he has not just one but three different plans for every one of America's problems."

Under the headline "Clinton's Dark Side," Bild, the country's most popular newspaper, printed a head shot of Mr. Clinton with half his face blacked out. The article portrayed a gloomy candidate with an uncontrollable temper, an egomaniacal fraud who cannot look people in the eye.

BERMUDA'S FIRST PRIVATE BANKERS GRANTED TRUST LICENCE.

To be continued

Since its founding in 1798, Lombard Odier & Cie, private bankers in Geneva, have gone a long way. It is now the first foreign bank to be granted a trust licence in Bermuda. Meeting the high standards set by the Trust Companies Act, Lombard Odier & Cie becomes part of a financial community recognized for the quality of its institutions and its dedicated professionals. With its new port of call between Europe and the New World, Lombard Odier & Cie now provides a unique blend of services to its clients.

Lombard Odier & Cie  
Geneva • Zurich • Vevey • London • Amsterdam • Gibraltar • New York • Montreal • Hamilton • Tokyo



# VOTE '92 / AND ON CAPITOL HILL

## Transition Begins for Clinton And Aides

By Ruth Marcus  
Washington Post Service

LITTLE ROCK, Arkansas — The month of the presidential campaign now becomes an equally intense sprint in transition to a new government that will take office on Jan. 20 when President-elect Bill Clinton will be inaugurated.

Mickey Kantor, the campaign chairman, said a "tremendous amount of material, decision memoranda, time lines" had been assessed for the transition.

The handover process, for which the government will provide up to \$3.5 million, will be a two-front operation, with offices here and in Washington, where space has already been arranged.

A source outside the campaign said he believed that chief aides to Mr. Clinton would remain in Little Rock for another month "so they can be in constant contact with the president-elect."

There will be about 10 "clusters," arranged around agency groupings, to select personnel and policy choices for the new administration.

The seeds of what now becomes a full-blown, multimillion-dollar transition effort were sown this fall when a team started working quietly in an unmarked office a few blocks from campaign headquarters in the Arkansas capital.

Under the direction of Mr. Kantor, the board includes former Governor Madeleine Kunin of Vermont; Vernon Jordan, a Washington lawyer and civil rights leader; former Mayor Henry Cisneros of San Antonio, and Warren M. Christopher, a lawyer from California who was deputy secretary of state under President Jimmy Carter.

Recently, Thomas (Mack) McLarty, the chairman of Arkansas-Louisiana Gas Co. and a boyhood friend of Mr. Clinton's, was added to the board as the candidate's direction, according to one source.

"I think he wanted someone there who would be his voice at the table," a campaign official said. "All the other folks have made contributions to the campaign, but are sort of political acquaintances or people who are close to Mickey, not to the governor."

After a meeting of the board, "there may be announcements," said Eli Segal, the campaign's chief of staff. The naming of a transition director, he said, is "certainly something that one would normally expect."

Among those who have been mentioned as candidates for the job are Mr. Kantor, Mr. Segal, Mr. Jordan and Mr. Christopher. Another is former Governor Richard Riley of South Carolina, a friend of Mr. Clinton's who shares much of his ideology.

George Stephanopoulos, Mr. Clinton's communications director, will continue to play a key role. Others who are expected to remain on to help translate the rhetoric of the campaign into the substance of setting up a government are Bruce Reed, issues director, Nancy Soderberg, foreign policy director, and Gene Sperling, economic policy director.

The pretransition effort has been coordinated by Gerald Stern, senior general counsel for Occidental Petroleum Corp. and a childhood friend of Mr. Kantor's, and John Hart, a Washington lawyer who formerly served as Mr. Clinton's chief delegate counter.

Others involved in the transition include James Hamilton, a Washington lawyer who helped with the background checks for the vice presidential contenders and may direct a team that plays a similar role for cabinet officials and other top aides. Mr. Hamilton, along with Tony Harrington, a campaign lawyer, has been working on codes of conduct for the transition staff.

One key question is whether Mr. Clinton's pledge that he would require top administration aides to promise to refrain from lobbying their former agencies or departments for five years and to not serve as registered agents for foreign governments would apply to transition officials.

A priority for the transition operation will be the appointment of personnel for economic planning. Mr. Clinton has pledged to have a jobs bill ready to send to Congress on the first day of his administration.

Mr. Clinton also must work to turn his health-care plan into legislative reality. He has promised to present a health care package during the first 100 days of his administration.

"Governor Clinton has said that between now and Jan. 20 he will try to work together not only with experts but with members of Congress to start formulating a legislative proposal that would help job growth at the very outset of his term," Mr. Segal said. "What needs to be focused on are those aspects of the plan that would have the greatest impact on creating jobs." Those include Mr. Clinton's program to rebuild infrastructure and his proposal for a targeted investment tax credit.

But members of France's unpopular Socialist government, which faces defeat in national elections scheduled for March, cited Mr. Clinton's victory as evidence that public opinion was now shifting against unbridled capitalism and toward more state intervention to help stimulate growth.



Barbara Boxer, left, and Dianne Feinstein, California's senators-elect, greeting supporters during a victory celebration on Wednesday in San Francisco. In a year of political firsts for women, the state is the first ever to elect women for both Senate seats.

## Women Make Big Inroads in Congress

By Robert C. Siner  
International Herald Tribune

WASHINGTON — Women ran and won in unprecedented numbers this year, taking 5 seats in the Senate and 47 in the House. They vowed to push for an agenda centering on health care, family leave, education and workplace reform.

The Senate winners, all Democrats, included: Carol Moseley Braun of Illinois, who became the first black woman ever elected to the Senate and the first black in that body since Edward W. Brooke, a Republican senator from Massachusetts, left office in 1979.

Representative Barbara Boxer and a former San Francisco mayor, Dianne Feinstein, who won both California Senate seats — the first time any state has sent two women to the upper house.

Patty Murray of Washington, a state legislator who ran as "a mom in tennis shoes."

They joined Barbara Mikulski of Maryland, who won re-election by a landslide. Their victories bring the number of women in the Senate to seven. Nancy Kassebaum, Republican of Kansas, was not up for election this year and Jocelyn Burdick, Democrat of North Dakota, is filing in until a replacement is elected for her late husband, Quentin.

"You are going to see a coalition of women that will get to work from day one to get this country back on track," said Senator-elect Murray on Tuesday night.

Mrs. Feinstein, appearing on NBC-TV Wednesday morning, predicted that the women would "work together and work for change in a way which is unparalleled."

Mrs. Boxer, appearing on the same program, saw a shared vision of the future among the women who had won Tuesday.

"New priorities, domestic agenda, really having a pro-family America," she said. Women ran strong races in two other Senate contests, in Pennsylvania and Missouri, before succumbing to better-financed and politically savvy Republicans.

In Pennsylvania, the two-term Republican Arlen Specter won a narrow victory over a novice, Lynn M. Yeakel. The vote was 51 percent to 49 percent. Senator Specter became a bete noire to many women last year after his brutal cross-examination of Professor Anita F. Hill during Justice Clarence Thomas's confirmation hearings for the Supreme Court. The handling of Professor Hill's sexual harassment charges against Justice Thomas infuriated women across the political spectrum and was a major factor in bringing out women candidates.

In the Missouri Senate race, Gari Rothman-Serot made a surprisingly strong showing against the incumbent, Kit Bond, who won by 54 percent to 46 percent.

In all 11 women — 10 Democrats and 1 Republican — ran for Senate seats. In the House, there were 106 women candidates, most of those running and most of the winners being Democrats.

Carrie Meek, a Democratic state senator and the daughter of a Tallahassee sharecropper, became the first Florida black elected to Congress since Reconstruction. She will be joined by county Commissioner Eva Clayton of North Carolina, a Democrat and the first black woman from her state.

The victories represent a watershed in women's political power. They have never won more than six seats in Congress in one year.

Blacks, Hispanics, Asian-Americans and American Indians also made significant gains.

In Colorado, Ben Nighthorse Campbell, a Democrat, became the first American Indian to win election to the Senate.

Blacks took advantage of specially redrawn minority districts to capture their first House seats since the 1800s in Alabama, Florida, Virginia and North and South Carolina. Their victories, along with those of others elected Tuesday, bring the number of blacks in the House to 38 — a gain of 13.

Hispanic winners included members-elect from New York, California, Florida, Illinois, New Jersey and Texas.

Asian-Americans won at least five of the record eight seats they contested for the Senate and House.

Only one Democratic incumbent senator, Terry Sanford of North Carolina, was defeated. But while he lost to Lurch Faircloth, a one-time close friend, two other Southern senators who faced tough races, Ernest F. Hollings Jr. of South Carolina and Wyche Fowler of Georgia, survived. So did Senator John Glenn of Ohio, who had the toughest race of his career.

Democrats also retained some seats that had been opened up by Democratic retirements. These winners included Ben Nighthorse Campbell of Colorado, the first American Indian elected to the Senate, Byron L. Dorgan in North Dakota, Barbara Boxer in California and Patty Murray in Washington.

Only one Democratic incumbent senator, Terry Sanford of North Carolina, was defeated. But while he lost to Lurch Faircloth, a one-time close friend, two other Southern senators who faced tough races, Ernest F. Hollings Jr. of South Carolina and Wyche Fowler of Georgia, survived. So did Senator John Glenn of Ohio, who had the toughest race of his career.

Democrats also retained some seats that had been opened up by Democratic retirements. These winners included Ben Nighthorse Campbell of Colorado, the first American Indian elected to the Senate, Byron L. Dorgan in North Dakota, Barbara Boxer in California and Patty Murray in Washington.

## Anti-Incumbent Mood Passes Voters Feared Congressional Gridlock More

By Adam Clymer  
New York Times Service

NEW YORK — Congressional Democrats have blunted the national anti-Washington mood as voters made it clear that they feared gridlock more than incumbency.

In state after state, Democratic lawmakers who clung to Governor Bill Clinton's coattails survived tough Republican challenges. Democrats appeared likely to gain in the Senate while suffering significant but manageable losses in the House.

But even without a severe partisan swing, change was coming to Capitol Hill. First, more than 100 new members were elected, most of them as a result of retirements last spring and summer, as the House Bank scandal and a public disdain for Congress made lawmakers' jobs much less attractive than they used to be.

Second, the face of Congress was changing. There were sharp increases in the ranks of women and blacks elected to Congress, starting with Carol Moseley Braun, a black Democrat who was elected to succeed Senator Alan J. Dixon, whom she defeated in the primary in March. More sweeping change may only have been postponed because voters in at least a dozen states approved limits on how long lawmakers may serve.

With some close races still undecided, the Democrats will apparently gain one seat in the Senate, for a total of 58. In the House, the Republicans appeared poised to pick up nine seats, which would narrow the Democrats' margin to 84, or 259 to 175. It will now be 40 years since Republicans had a majority in the House.

Only one Democratic incumbent senator, Terry Sanford of North Carolina, was defeated. But while he lost to Lurch Faircloth, a one-time close friend, two other Southern senators who faced tough races, Ernest F. Hollings Jr. of South Carolina and Wyche Fowler of Georgia, survived. So did Senator John Glenn of Ohio, who had the toughest race of his career.

Democrats also retained some seats that had been opened up by Democratic retirements. These winners included Ben Nighthorse Campbell of Colorado, the first American Indian elected to the Senate, Byron L. Dorgan in North Dakota, Barbara Boxer in California and Patty Murray in Washington.

Only one Democratic incumbent senator, Terry Sanford of North Carolina, was defeated. But while he lost to Lurch Faircloth, a one-time close friend, two other Southern senators who faced tough races, Ernest F. Hollings Jr. of South Carolina and Wyche Fowler of Georgia, survived. So did Senator John Glenn of Ohio, who had the toughest race of his career.

Democrats also retained some seats that had been opened up by Democratic retirements. These winners included Ben Nighthorse Campbell of Colorado, the first American Indian elected to the Senate, Byron L. Dorgan in North Dakota, Barbara Boxer in California and Patty Murray in Washington.

Only one Democratic incumbent senator, Terry Sanford of North Carolina, was defeated. But while he lost to Lurch Faircloth, a one-time close friend, two other Southern senators who faced tough races, Ernest F. Hollings Jr. of South Carolina and Wyche Fowler of Georgia, survived. So did Senator John Glenn of Ohio, who had the toughest race of his career.

Democrats also captured some Republican seats. Dianne Feinstein, the former mayor of San Francisco, trounced Senator John Seymour, the Republican.

In Wisconsin, Senator Bobasten was defeated by a Democratic state senator, Russell Fingold.

But Republicans withstood two severe challenges, too. In Pennsylvania, Senator Arlen Specter overcame a dogged campaign by Lynn M. Yeakel, prevailing by a couple of percentage points. In New York, Senator Alton S. Davis won a third term by an even slimmer margin, defeating the state attorney general, Robert Abrams.

It was clear that if the Democrats in the Senate stay united behind Mr. Clinton, Republicans will find it hard to block his legislative efforts.

The same seems likely to be true of the House.

Although House incumbents of both parties suffered, more Democrats were defeated. They included Thomas J. Downey of New York, Mary Rose Oakar of Ohio, Peter Kostmayer of Pennsylvania, Gerry Sikorski of Minnesota, Elizabeth Patterson of South Carolina, Albert G. Bustamante of Texas, Nicholas Mavroules and Joe Eady of Massachusetts and Jim Jontz of Indiana.

The defeated Republican representatives included Thomas Coleman of Missouri, Don Ritter of Pennsylvania, Bob McEwen of Ohio, and, apparently, Bill Green of New York. But some embattled Republicans, like Newt Gingrich of Georgia, the No. 2 Republican in

the House, prevailed, as did some Democrats facing the toughest challenges of their careers.

The Democratic survivors included Charles E. Wilson of Texas who, despite 81 overvotes at the House Bank, defeated Donna Peterson. And Ron Mazzoli of Kentucky, seeking his 12th term, beat back an abortion-rights challenge from a Republican state legislator, Susan Stokes.

One result will be a Congress that answers the complaint of gridlock in Washington, though not in the way that President George Bush would have wanted. The bill will have a chance to prove that inaction on important national problems was not its fault, as Mr. Bush said, but his own.

In the past, many public-opinion polls have found that Americans thought divided rule enabled politicians to perform the public service of watching each other.

But Tuesday, more than 13,000 voters polled by Voter Research and Surveys, a television network polling combine, were asked: "In general, which is better for the country, a president and Congress of the same political party, or the president of one party and Congress of the other?"

Sixty-two percent of the voters polled said they wanted politically united government.

Some incumbents were threatened because of overvotes at the House Bank, others by voting for pay raises and still others, like Mr. Seymour, for no particular sin except for being a member of a Congress that the public held in disdain. He also suffered because he never developed much of a Senate persona.

Anti-incumbent sentiment did not sweep every veteran lawmaker before it. Several senators whose re-election hardly seemed in doubt were easy winners, the voter polls showed.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

There were also easy victories for Representative William H. Hatcher of Kentucky, the 83-year-old acting chairman of the House Appropriations Committee, and Representative Lee H. Hamilton, the Indiana Democrat who was expected to become chairman of the House Foreign Affairs Committee in the next Congress. He defeated Michael Bailey, a Republican who ran television commercials showing body parts from aborted fetuses more than 700 times in his campaign.

## In Europe, Praise, and Questions

By William Drozdiak  
Washington Post Service

PARIS — Governments across Western Europe paid tribute Wednesday to Bill Clinton's election as a healthy affirmation of American democracy in the transfer of presidential power to the Democrats and the passing of the leadership torch to a new generation.

But along with the messages of congratulations was an undercurrent of anxiety about Mr. Clinton's lack of foreign experience and fears that his strategy for American economic recovery may be influenced by protectionist forces in the Democratic Party.

"Roosevelt or Carter?" wondered the daily Le Monde, speculating on whether Mr. Clinton will match the architect of the New Deal in his rapid ascent to global stature or emulate another southern governor who succumbed to an image of weakness amid crises that proved beyond his control.

Mr. Clinton's youth evokes enthusiasm among many Europeans, who have seized on comparisons to their favorite postwar American leader, John F. Kennedy. In contrast, the static political landscape in Europe has provoked voter backlash against the establishment.

In France, for example, the struggle for national leadership has been dominated for two decades by a Socialist president, Francois Mitterrand, and his two conservative rivals, Valéry Giscard d'Estaing and Jacques Chirac.

Nonetheless, Europeans remain skeptical about Mr. Clinton's lack of substantive experience in international affairs. Mr. Giscard d'Estaing said Mr. Clinton's policies would invariably stress "America first" to the detriment of the outside world.

On the other hand, Mr. Clinton's internal focus could mean less interference and more latitude for Europe in its struggle to develop closer economic and political unity, including the aim of building a common European defense, French and German officials said.

Mr. Clinton's victory has come as a shock not only to Mr. Bush's ideological soul mates, such as Britain's John Major and Germany's Helmut Kohl, but to incumbents everywhere who may now feel more vulnerable than ever to the political impact of global recession.

But members of France's unpopular Socialist government, which faces defeat in national elections scheduled for March, cited Mr. Clinton's victory as evidence that public opinion was now shifting against unbridled capitalism and toward more state intervention to help stimulate growth.

## Results in Contests for the U.S. House of Representatives

Here is the list of winners in the races for U.S. House of Representatives. The number before each name is the district number in that state. The notation (I) signifies an incumbent and an "O" means the candidate is neither Democrat nor Republican.

State	Winner	Party	Incumbent
ALABAMA	1 Sonny Callahan	R	(I)
ALABAMA	2 Terry Everett	R	(I)
ALABAMA	3 Glen Browder	D	(I)
ALABAMA	4 Tom Bevil	D	(I)
ALABAMA	5 Bud Cramer	R	(I)
ALABAMA	6 Spencer Bachus	R	(I)
ALABAMA	7 Earl Hilliard	D	(I)
ALASKA	At-Large Don Young	R	(I)
ARIZONA	2 Ed Pastor	D	(I)
ARIZONA	3 Bob Stump	R	(I)
ARIZONA	4 Jon Kyl	R	(I)
ARIZONA	5 Jim Kolbe	R	(I)
ARIZONA	6 Karan English	D	(I)
ARKANSAS	1 Blanche Lambert	D	(I)
ARKANSAS	2 Ray Thornton	D	(I)
ARKANSAS	3 Tim Hutchinson	R	(I)
ARKANSAS	4 Jay Dickey	R	(I)
COLORADO	1 Pat Schroeder	D	(I)
COLORADO	2 David E. Skaggs	D	(I)
COLORADO	3 Scott McInnis	R	(I)
COLORADO	4 Wayne Allard	R	(I)
COLORADO	5 Joel M. Hefley	R	(I)
COLORADO	6 Dan Schaefer	R	(I)
CONNECTICUT	1 Barbara B. Kennedy	D	(I)
CONNECTICUT	2 Rosa DeLauro	D	(I)
CONNECTICUT	3 Christopher Shays	R	(I)
CONNECTICUT	4 Gary Franks	R	(I)
CONNECTICUT	5 Nancy Johnson	R	(I)
DELAWARE	At-Large Michael Castle	R	(I)
FLORIDA	1 Earl Hutto	D	(I)
FLORIDA	2 Pete Peterson	D	(I)
FLORIDA	3 Corrine Brown	D	(I)
FLORIDA	4 Tillie Fowler	R	(I)
FLORIDA	5 Karen Thurman	D	(I)
FLORIDA	6 Clifford B. Stearns	R	(I)
FLORIDA	7 John Mica	R	(I)
FLORIDA	8 Bill McCollum	R	(I)
FLORIDA	9 Michael Bilirakis	R	(I)
FLORIDA	10 Bill Young	R	(I)
FLORIDA	11 Sam M. Gibbons	D	(I)
FLORIDA	12 Charles Canady	R	(I)
FLORIDA	13 Dan Miller	R	(I)
FLORIDA	14 Portier J. Goss	R	(I)
FLORIDA	15 Jim Bacchus	D	(I)
FLORIDA	16 Tom Lewis	R	(I)
FLORIDA	17 Carrie Meek	D	(I)
FLORIDA	18 Deana Ros-Lehtinen	R	(I)
FLORIDA	19 Harry A. Johnston II	D	(I)
FLORIDA	20 Peter Deutsch	D	(I)
FLORIDA	21 Lincoln Diaz-Balart	R	(I)
FLORIDA	22 E. Clay Shaw Jr.	R	(I)
FLORIDA	23 Alice Hastings	D	(I)
GEORGIA	1 Jack Kingston	R	(I)
GEORGIA	2 Sanford Bishop	D	(I)
GEORGIA	3 Mac Collins	R	(I)
GEORGIA	4 John Lewis	D	(I)
GEORGIA	5 Newt Gingrich	R	(I)
GEORGIA	6 Buddy Darden	D	(I)
GEORGIA	7 J. Roy Rowland	D	(I)
GEORGIA	8 Nathan Deal	D	(I)
GEORGIA	9 Don Johnson	D	(I)
GEORGIA	10 Don Johnson	D	(I)
GEORGIA	11 Cynthia McKinney	D	(I)
HAWAII	1 Neil Abernethy	D	(I)
HAWAII	2 Patsy Mink	D	(I)
IDAHO	1 Larry LaRocco	D	(I)
IDAHO	2 Michael Crapo	R	(I)
ILLINOIS	1 Bobby Rush	D	(I)
ILLINOIS	2 Mel Reynolds	D	(I)
ILLINOIS	3 William Lipinski	D	(I)
ILLINOIS	4 Luis Guterrez	D	(I)
ILLINOIS	5 Dan Rostenkowski	D	(I)
ILLINOIS	6 Henry J. Hyde	R	(I)
ILLINOIS	7 Caradiss Collins	D	(I)
ILLINOIS	8 Philip M. Crane	R	(I)
ILLINOIS	9 Sidney R. Yates	D	(I)
ILLINOIS	10 John E. Porter	D	(I)
ILLINOIS	11 George Sangmeister	D	(I)
ILLINOIS	12 Jerry Costello	D	(I)
ILLINOIS	13 Harris Fawell	R	(I)
ILLINOIS	14 Dennis Hastert	R	(I)
ILLINOIS	15 Thomas Ewing	R	(I)
ILLINOIS	16 Donald Manzillo	R	(I)
ILLINOIS	17 Lane Evans	D	(I)
ILLINOIS	18 Robert H. Michel	R	(I)
ILLINOIS	19 Glenn Foshard	D	(I)
ILLINOIS	20 Richard J. Durbin	D	(I)
INDIANA	1 Peter J. Visclosky	D	(I)
INDIANA	2 Philip Sharp	D	(I)
INDIANA	3 Tim Roemer	D	(I)
INDIANA	4 Jill Long	D	(I)
INDIANA	5 Steve Buyer	R	(I)
INDIANA	6 Dan Burton	R	(I)
INDIANA	7 John T. Myers	R	(I)
INDIANA	8 Frank McCloskey	D	(I)
INDIANA	9 Lee H. Hamilton	D	(I)
INDIANA	10 Andrew Jacobs Jr.	D	(I)
IOWA	1 Jim Leach	R	(I)
IOWA	2 Jim Nussle	R	(I)
IOWA	3 Jim Lightfoot	R	(I)
IOWA	4 Neal Smith	D	(I)
IOWA	5 Fred Grandy	R	(I)
KANSAS	1 Pat Roberts	R	(I)
KANSAS	2 Jim Slattery	D	(I)
KANSAS	3 Jan Meyers	R	(I)
KANSAS	4 Dan Glickman	D	(I)
KENTUCKY	1 Tom Barlow	D	(I)
KENTUCKY	2 William H. Hatcher	D	(I)
KENTUCKY	3 Romano L. Mazzoli	D	(I)
KENTUCKY	4 Jim Bunning	R	(I)
KENTUCKY	5 Harold Rogers	R	(I)
KENTUCKY	6 Scott Baesler	R	(I)
LOUISIANA	1 R.L. Livingston Jr.	R	(I)
LOUISIANA	2 William Jefferson	D	(I)
LOUISIANA	3 Billy Tauzin	D	(I)
LOUISIANA	4 Cleo Fields	D	(I)
LOUISIANA	5 Jim McCrery	R	(I)
LOUISIANA	6 Richard H. Baker	R	(I)



# VOTE '92 / IN THE STATES

## ★ TRANSITION NOTES ★

### Quayle Cites Economy, and Clinton, for Loss

WASHINGTON — Vice President Dan Quayle attributed the Republican election to the economy, an "error-free" campaign by Bill Clinton and the last-minute release of a note tying President George Bush to the Iran-contra scandal.

During a morning television interview, Mr. Quayle also said the Republicans would hold Mr. Clinton to his pledge to ease taxes on the middle class.

"Two words, I think, cost the president the election — the economy, the campaign," he said.

"Bill Clinton ran a much better campaign," he said, "almost error-free from the convention forward." (Reuters)

### Clinton Alma Mater Hails Victory of 'Oxonian'

OXFORD, England — Oxford University greeted the news that its former student, Bill Clinton, was bound for the White House with British understatement on Wednesday.

"The University welcomes the election of the first Oxonian to the Presidency of the United States of America," it said in a news release, adding that Mr. Clinton joined "a long list of world leaders who have studied at the University."

Mr. Clinton studied politics at the university as a Rhodes scholar between 1968 and 1970. (Reuters)

### Republicans Gained in State Legislatures

WASHINGTON — Republicans chipped away at — but could not overcome — Democratic dominance of the state legislatures.

With nearly complete returns from about 6,300 races, the Republicans leaned toward a net gain of at least five of the 99 legislative chambers. Democrats appeared headed toward a net loss of four in the states where they control both houses. (AP)

### Without Majority, Clinton's in Good Company

WASHINGTON — American elections have produced a number of winners who failed to claim a majority of the popular vote, as was the case with Bill Clinton this week.

In 1968, the last time it had happened, Richard Nixon won with 43.32 percent to Hubert H. Humphrey's 42.72 percent. George C. Wallace got 13.5 percent running as an independent.

In 1824, John Quincy Adams was not even first in the popular vote, never mind claiming a majority, but he won the White House. Adams got 31 percent to Andrew Jackson's 41 percent. Since neither won a majority in the Electoral College, the election was decided by the House, which picked Adams.

Others who won the presidency without a majority of the popular vote:

- 1960: John F. Kennedy (D), 49.72 percent.
- 1948: Harry S. Truman (D), 49.51 percent.
- 1916: Woodrow Wilson (D), 49.24 percent.
- 1912: Woodrow Wilson (D), 41.84 percent.
- 1892: Grover Cleveland (D), 46.05 percent.
- 1888: Benjamin Harrison (R), 47.82 percent. (Cleveland beat Harrison in the popular vote, with 48.6 percent, but Harrison won in the Electoral College.)
- 1884: Grover Cleveland (D), 48.5 percent.
- 1860: James A. Garfield (R), 45.27 percent.
- 1876: Rutherford B. Hayes (R) 47.9 percent. (Hayes lost the popular vote to Samuel J. Tilden, who got 51 percent but still lost in the Electoral College.)
- 1860: Abraham Lincoln (R) 39.8 percent.
- 1856: James Buchanan (D), 45.26 percent.
- 1848: Zachary Taylor (Whig), 47.23 percent.
- 1844: James K. Polk (D), 49.54 percent.

### Quote-Unquote

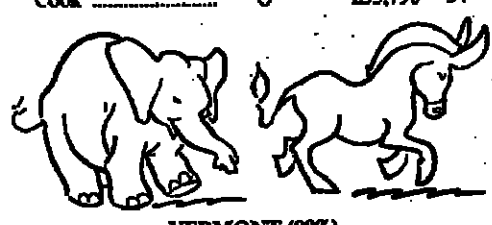
Bill Clinton, on election night: "I accept tonight, the responsibility that you have given me to be the leader of this, the greatest country in human history. I accept it with a full heart and a joyous spirit. But I ask you to be Americans again, too. To be interested not just in getting, but in giving, not just in placing blame but now in assuming responsibility, not just in looking out for yourselves, but in looking out for others, too." (NYT)

## Governorships by State

The Associated Press

Here are the latest returns in the races for Governor. An "x" before a name indicates the winning candidate and an "O" means the candidate is neither Democrat nor Republican. The notation (i) signifies an incumbent.

DELAWARE (100%) open			RHODE ISLAND (99%)		
x-Carper	D	179,268 66	x-Sundlun	D (i)	250,323 64
Scott	R	90,747 33	Leonard	R	138,881 36
McDowell	O	3,615 1			
INDIANA (99%)			UTAH (99%) open		
x-Bayh	D (i)	1,364,173 63	Hanson	D	174,662 23
Pearson	R	811,879 37	x-Leavitt	R	318,709 43
			Cook	O	253,796 34
MISSOURI (98%) open			VERMONT (99%)		
x-Carnahan	D	1,353,629 59	x-Dean	D (i)	202,115 75
Webster	R	953,501 41	McCloughry	R	62,805 23
			Gortlieb	O	2,559 1
			Jaccaci	O	2,673 1
MONTANA (100%) open			WASHINGTON (99%) open		
Bradley	D	197,416 49	x-Lowry	D	1,029,649 53
x-Racicot	R	208,419 51	x-Leavitt	R	912,991 47
			Eikenberry	O	
NEW HAMPSHIRE (100%) open			WEST VIRGINIA (99%)		
Arnesen	D	205,553 40	x-Caperon	D (i)	361,680 56
x-Merrill	R	286,083 56	Benedict	R	238,134 37
Luce	O	20,187 4	Pritt	O	44,468 7
NORTH CAROLINA (99%) open					
x-Hunt Jr.	D	1,345,180 53			
Gardner	R	1,102,744 43			
McLaughlin	O	101,960 4			
NORTH DAKOTA (99%) open					
Spaeth	D	119,198 41			
x-Schafer	R	170,190 59			



## A Men's Club of Governors

### 3 Women Lose Bids, but Democrats Gain 2 Seats Overall

Compiled by Our Staff From Dispatches

Bucking a trend of triumphs by female congressional candidates, all three women running in gubernatorial races went down to defeat. Democrats won eight of the nation's dozen races for governor, posting a net gain of two statehouses.

The re-election victories of Governors Evan Bayh of Indiana, Howard Dean of Vermont, Gaston Caperton of West Virginia and Bruce Sundlun of Rhode Island led the way for the Democrats.

In North Carolina, James B. Hunt Jr., a Democrat, won back the governor's mansion he had left in 1984, reclaiming the seat from a Republican, and in Missouri, the Democratic lieutenant governor, Mel Carnahan, defeated William L. Webster, the state's Republican attorney general. Mr. Webster became well-known for winning the 1989 Supreme Court case bearing his name, which restricted women's access to abortions.

Tom Carper, a five-term Democratic congressman, won in Delaware, taking back a statehouse that had been held by a Republican.

But despite Governor Bill Clinton's triumph in the presidential race there were Democratic setbacks. In New Hampshire, which Mr. Clinton won, a conservative Republican and former state attorney general, Steve Merrill, narrowly won the governor's seat, defeating Deborah (Arnie) Arnesen, a Democrat. And in North Dakota, Ed Schafer, a Republican businessman, won the governor's race, unseating a Democratic incumbent, Nicholas Spaeth.

In Utah, Stewart Hanson, a Republican lawyer, also won, maintaining the Republican hold there.

The contest in New Hampshire was perhaps the most closely watched because Ms. Arnesen, an outspoken, energetic four-term state legislator, had taken the daring step of proposing an income tax to try to overcome New Hampshire's budget troubles and economic recession.

New Hampshire is the only state except Alaska that has neither an income nor a sales tax, and candidates have routinely taken what is known as "the pledge," an agreement not to impose a statewide tax. Mr. Merrill took the pledge.

Ms. Arnesen was one of three women who tried to break the sex barrier in governors' races. The other losers were Elizabeth Leonard, a Republican, who was beaten in Rhode Island, and Dorothy Bradley, a 16-year Democratic state legislator who lost in Montana.

In Washington state, Mike Lowry, a former five-term Democratic congressman, won despite his assertion that higher taxes might be needed to balance the budget. His opponent, Attorney General Ken Eikenberry, had opposed any tax increase.

The governors' races in many ways mirrored the presidential campaign, with voters concerned about the economy, taxes and budget deficits.

Republicans said that in light of Mr. Clinton's resounding victory, the gubernatorial contests had not turned out badly.

"We were going against the political grain," Chris Henick of the Republican Governors Association said early Wednesday. "A net loss of two with the adversities of the presidential election — I'll punch that dance card any day in this political environment." (AP, NYT)

## A Message for the Lawmakers

### Voters in 14 States Back Limits on Terms

The Associated Press

The American electorate showed politicians no mercy, voting to place term limits on members of Congress in all 14 states in which the issue was on the ballot.

An attack on gay rights failed in Oregon, as did a bid to allow doctor-assisted suicide in California.

California also rejected an effort to make employers pay for basic health care and turned back an attempt by Governor Pete Wilson to cut welfare benefits by 25 percent and to give himself sweeping authority over spending.

Arizona, by a 3-to-2 margin, created a holiday to honor Martin Luther King Jr. It was the last state to do so.

Of the 232 statewide ballot issues, few tapped voter anger as clearly as term limitations, which would hold senators to 12 years and House members to 6 to 12 years, depending on the state.

Term limits were approved in Florida, Ohio, Michigan, California, Arizona, South Dakota, Arkansas, Nebraska, Montana, Missouri, North Dakota, Oregon, Wyoming and Washington. Many of the measures also limited terms for state lawmakers and other elected officials, from governor to auditor.

Proponents advocated regular turnover in Congress to prevent politicians from falling away to special interests and caring more about re-election than about their constituents. Opponents warned against leaving Congress to novices and bureaucrats and letting power shift to states without term limits.

The final arbiter may be the Supreme Court. Some scholars say it is probably unconstitutional to let states dictate terms for members of Congress.

Results on gay-rights initiatives were mixed. Oregon voters defeated a measure asking citizens to declare homosexuality abnormal and to bar the state from spending money to "promote, encourage or facilitate" such behavior.

Portland, Maine, let stand an ordinance protecting homosexuals.

But in Colorado, voters barred state or local governments from enacting gay-rights protections, rescinding ordinances in Denver, Boulder and Aspen. And Tampa, Florida, moved toward repeal of a gay-rights ordinance.

A proposal to allow the terminally ill to kill themselves with a doctor's help fell short after strong opposition from medical professionals and many churches.

## Democrats Outraised Foes In Funding for Campaign

By Stephen Labaton

New York Times Service

NEW YORK — Bill Clinton's finance director said the Democrats raised about \$71 million for the presidential campaign, exceeding the party's record drive of 1988 by 40 percent and collecting about \$9 million more than the usually more prosperous Republicans.

Rahm Emanuel, the finance director, said the final figures, to be filed soon with the government, will show that the Democrats collected \$20 million in October alone.

Fund-raising for the general election by the Democrats and Republicans supplements the \$25.24 million received by the Clinton campaign in July and the Bush campaign in August from the federal government in exchange for the candidates' pledges to limit direct spending on the presidential race.

The latest federal election disclosures show that Ross Perot spent more than \$35 million in October on his independent presidential campaign, for a total of nearly \$59 million.

By some estimates Mr. Perot's personal wealth has been put at more than \$3 billion, and his campaign expenditure amounts to a only few months' interest on his holdings. He is not bound by federal limits on campaign spending because he is ineligible for government financing.

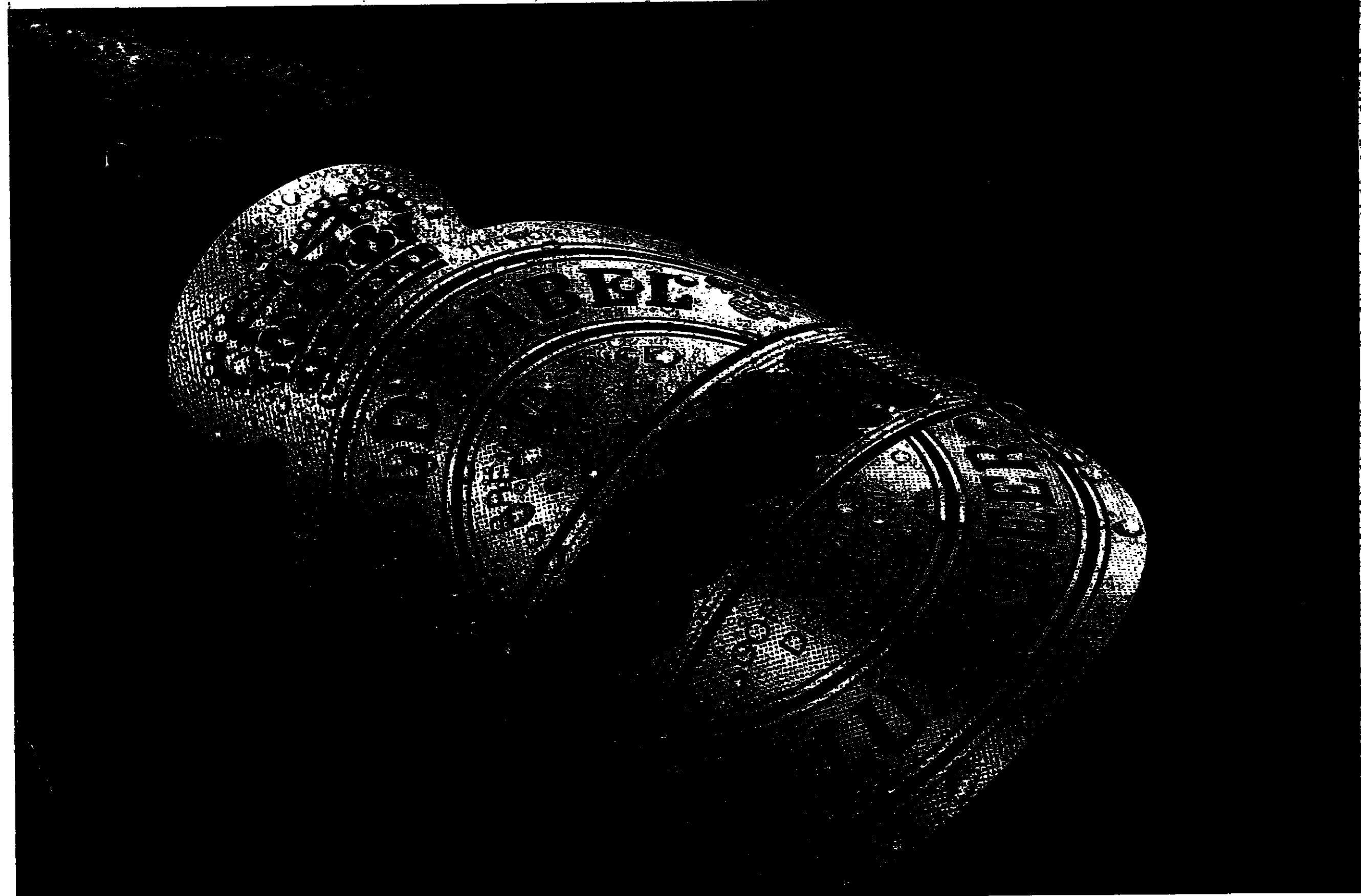
The Republicans' top fund-raiser, Robert A. Mosbacher, said last week that his party had raised \$62.4 million in 1992, about half of it since the August convention.

WHERE LUXURY MEANS BUSINESS

BEAU-RIVAGE PALACE

1006 Lausanne - Switzerland  
Tel. 4121 617 17 17 Fax 4121 617 78 78

A member of The Leading Hotels of the World



**TUBORG...WHEREVER YOU ARE.**

For generations Tuborg has been part of the noble art of beer drinking in all European countries.

توبورج في كل مكان

# VOTE '92 / LOOKING FORWARD JANUARY 20

## CLINTON: 'A New Patriotism'

(Continued from page 1)

erate fully with the new administration.

"It's been a wonderful four years," he added. "Nobody can take that away."

Mr. Clinton and his running mate, Senator Gore, a 44-year-old Tennessee, basked in a joyous victory celebration on the steps of the Old State House in Little Rock early Wednesday after watching election returns that delivered broad support from every region and many demographic groups, notably voters under 30 and over 60.

The two men, who will become the first White House team from a post-World War II generation, held each other in a long embrace at the end of a grueling yearlong drive as tens of thousands of partisans cheered and wept.

"We are the children of modern America, close to its desires and its difficulties," Mr. Gore declared.

In a speech to his supporters, Mr. Clinton spoke of the need for unity and sacrifice for the common good that recalled the "ask what you can do for your country" challenge issued by President John F. Kennedy in 1961.

Mr. Clinton called it "a new patriotism." He suggested that college students accepting government loans would be asked to perform community service, that insurers and drug companies would be asked to compromise to create a new health care system, that welfare recipients would have to take jobs and that companies would be urged to accept tax incentives, "to put American people to work and export American products, not American jobs."

"All of this is part of a new patriotism, to lift our people up and enable all of us to live up to the fullest of our potential," he said. "This election," Mr. Clinton

said, "is a clarion call for our country to face the challenges of the end of the Cold War and the beginning of the next century, to restore growth to our country and opportunity to our people, to empower our own people so that they can take more responsibility for their own lives, to face problems too long ignored, from AIDS to the environment to the conversion of our economy from a defense to a domestic economic giant."

Later, he added: "I accept tonight the responsibility that you have given me to be the leader of this, the greatest country in human history."

In a graceful concession speech Tuesday night, before returning to Washington from Houston, Mr. Bush promised a smooth transition of power and asked Americans to "stand behind our new president, regardless of our differences."

The Clinton transition team includes Madeleine M. Kunin, former governor of Vermont; Warren M. Christopher, former deputy secretary of state; and Vernon E. Jordan, former director of the National Urban League.

The ascendancy of the Democratic Party to the White House, and its retention of majorities in both houses of Congress, promises a whirlwind of legislative action in the first 100 days of the administration. The focus, Mr. Clinton has said, will be job creation, deficit reduction and health care reform, in that order of priority.

But early Wednesday, Senator Bob Dole of Kansas, the Republican leader in the Senate, struck a partisan tone. He noted that 57 percent of the electorate had wanted someone other than Mr. Clinton to be president.

Voter turnout was up about 5 percentage points from 1988, after years of decline.



President George Bush conceding the election in Houston.

## PASSION: Amid Vast Voter Anger, Clinton's Love for Politics Won Out

(Continued from page 1)

heart out. That's what politics was about. It wasn't this bad, sort of seamy, untoward thing to do."

Mr. Clinton, a southerner, a Baptist, a Democrat, a small state governor, will inevitably be compared to Jimmy Carter. But the single largest difference between the two men will define the difference between their presidencies. Mr. Clinton's love of politics means that the negotiation, conciliation, persuasion and pressure that Mr. Carter himself may have seen as "seamy and seedy" is what Mr. Clinton excels at. If his presidency is successful, it will be because he has the courage to be a politician.

This is visible in both foreign and domestic policy.

In foreign affairs, Mr. Clinton has left himself enormous room for maneuver. From his first foreign policy speech a year ago at Georgetown University, he made it clear that he understood that President George Bush's stewardship of the nation's interests abroad was broadly popular.

As a result, he accepted many of Mr. Bush's approaches, notably his decision to wage war in the Gulf and his insistence that the United States need to remain engaged in the world. Early on, he risked alienating liberal support in his own party by saying that former President Ronald Reagan deserved some credit for winning the Cold War.

To the extent that Mr. Clinton criticized Mr. Bush, he often did so from within the administration — not externally — as "the right."

He called for a firmer American stand to protect Bosnia, and urged a tougher line against President Saddam Hussein of Iraq. He criticized Mr. Bush's approach to human rights in China and argued that the United States needed to tie

itself more closely to democratic aspirations elsewhere in the world.

He endorsed aid to Russia last April and criticized Mr. Bush not for excessive concern for the preservation of democracy in the Soviet Union, but rather for "reactive, rudderless and erratic" diplomacy. "For good measure, Mr. Clinton argued that the administration's indifference to domestic affairs had invited a new birth of isolationism on the left and the right."

On foreign policy issues, he succeeded in uniting Democratic factions that normally had not been in the same room. Thus much of the liberal internationalist establishment rallied to Mr. Clinton, as did many of his old friends from his days as a protester against the Vietnam War. But he also wooed and won many of the neoconservatives who had loved the late Senator Henry M. Jackson, the Democratic party's premier hawk, and came to support Mr. Reagan during the 1980s.

The wide range covered by his foreign policy advisers suggests the possibility of some pulling-and-hauling over the definition of Mr. Clinton's approach to the world. But the most likely outcome of such a struggle will be a foreign policy close to that of Mr. Clinton's vice president-elect, Al Gore, who throughout the Reagan and Bush years was part of a small group of Democrats who sought an internationalist and bipartisan middle ground.

But after an election in which

Americans of all parties and philosophies insisted that it was time for the nation to turn its attention homeward, Mr. Clinton's focus will necessarily be on domestic affairs, and particularly the economy.

The first struggle of the Clinton presidency took place during the campaign, when some Clinton advisers leaked the notion that if the economy remained sluggish, Mr. Clinton would embark on an aggressive course to stimulate prosperity through government spending. The bond markets reacted badly almost immediately, and Mr. Clinton sent an economic adviser, Robert Shapiro, out to reassure investors that he had no intention of risking high inflation.

The tension between Mr. Clinton's desire to stimulate the economy and his need to reassure markets will shape many of the arguments of his first six months in office. Far clearer is Mr. Clinton's approach to social policy.

Throughout the campaign, Mr. Clinton has made it clear that he is something of a European who admires the achievements of Christian Democratic and Social Democratic governments on the Continent. He regularly compared the United States' approach to health care unfavorably to Europe's, and his job apprenticeship program for young people is openly modeled after Germany's.

If he is successful, Mr. Clinton could leave three major monuments in the area of domestic policy.

He plans to move quickly to a system of universal health insurance through a plan that mixes market mechanisms with government price controls.

He wants welfare reform that would enhance job training and educational opportunities for those on public assistance, but which would ultimately require the beneficiaries to go to work.

And in what may prove to be an exceptionally popular initiative among middle-class voters, he has called for a "national education trust" that would allow all students to borrow the money to go to college, and then encourage them to pay the money back through service in a kind of domestic Peace Corps.

The question often asked of Mr. Clinton over the last year has been: Is he tough enough?

After he was defeated for reelection as governor in 1980 and then returned to office in 1982, Mr. Clinton developed a reputation as a man who fled conflict, compromised too readily, was too concerned with pleasing everyone. A popular barb in Arkansas was that the surest way to get a favor from Mr. Clinton was to become his enemy, since he would become obsessed with winning you back.

The president-elect is, indeed, a man who seeks third positions on divisive issues, prefers conciliation to confrontation, likes very much to be liked. But in the 1992 campaign, he went some way to dispelling doubts about his strength.

When his back was to the wall in the early primaries, he did what was necessary to dispatch his Democratic rival. Unlike other recent presidential candidates who dropped out rather than confront questions about their "character," Mr. Clinton battled on and thus gave the word a political definition of his own.

# INTERNATIONAL RECRUITMENT

## unicef

United Nations Children's Fund

The United Nations Children's Fund, with headquarters in New York and offices throughout the world, seeks qualified candidates for the following position:

### PROJECT OFFICER

Integrated Guineaeworm Eradication Control Programme  
New Delhi, INDIA

Responsibilities include providing technical assistance, coordination and support to the Government of Rajasthan (GOR) in the implementation of the Integrated Guineaeworm Control, Rural Water Supply, Health Education and Environmental Sanitation Project (SVA/CR) in four districts, and the Rajasthan Integrated Guineaeworm Control Programme in nine districts, and to participate in the management and monitoring of the projects. To also provide assistance, advice and support to other water and environmental sanitation programmes, and to participate in programme management and monitoring.

Minimum qualifications: Advanced university degree in Social Science or in Civil/Environmental Engineering. Eight years of practical experience in project planning, implementation and monitoring. Experience in the field of rural development cooperation work, rural water supply and sanitation, health education and awareness building and community participation. Fluency in English and another UN language as required.

UNICEF, as part of the United Nations common system, offers competitive international salaries, benefits and allowances.

Please send detailed resume, in English, quoting reference VN-92-113 to: Recruitment & Staff Development Section, UNICEF, 3 United Nations Plaza, (H-5F), New York, NY 10017, USA.

Qualified women are encouraged to apply. Applications to this position must be received by November 20, 1992. Acknowledgement will only be sent to short-listed candidates under serious consideration.

UNICEF is a smoke-free environment.

## WORLD VISION INTERNATIONAL

A Christian humanitarian organization giving leadership to a partnership working in relief and long-term development projects in 90 countries.

### VICE PRESIDENT INFORMATION AND COMMUNICATIONS

This is a rare opportunity to be a voice for the voiceless. If you don't have a mission to change the world, you should not apply.

You will also need to be suitably experienced with a proven record in journalism or media communications and an ability to develop strategies, set goals, and manage and execute action plans. Must have a Bachelor's degree or equivalent work experience. The person appointed will replace the present incumbent, whose term concludes shortly.

The role of the Vice President is to coordinate World Vision International's media communications work in its international and regional offices, and to give direction to a programme of communicating to the organization's various publics, both internally, and externally. The Vice President, a member of World Vision International's senior staff, reports to the President and has responsibility for advising the President and senior leadership in all information, media, and communications matters. The Vice President also gives advice, support, and coordination in communication and media matters with other national offices in the World Vision partnership. All applicants must be in full sympathy with World Vision's core values and mission statement.

The position is based in Los Angeles, California, and will involve some international travel.

Only top professionals need apply. Application/resume should be sent, no later than November 20, 1992, to:

Richard Role  
Director, Human Resources Division  
World Vision International  
914 West Huntington Drive  
Monrovia, CA 91016 USA  
FAX: (818) 301-7779

## Creators of enthusiasm

### Corporate and Press Communication

We are Océ Graphics, a division of the Océ Group, a world leader in copying and printing technologies. Our business: computer graphics peripherals. For over 30 years, first under the Benson name, we have developed and produced a complete range of plotters, printers and digitizers.

Our organization: 1000 employees, 22 subsidiaries worldwide, 2 engineering centers in both Paris and the Silicon Valley. A modern "Class A" factory in Guirand-La Baule.

Our style: Active and direct.

In a fast growing market, we set ambitious objectives: we drive on "challenges".

The merit, the success and the efforts of everyone are recognized: we offer "recognition".

Success in motivating for everyone, it requires enthusiasm, enjoyment of new challenges, team work and in winning we have "fun".

In France, in Europe, and in the U.S., you will plot a future that fits your talents.

You will have a promising future with us.

With a communication degree from either a journalist or a graphic arts school, your first experience proves you energetic and "easy to get along with". Knowledge of XPress, Photoshop, Freehand... is an asset. Creativity and initiative in our Business to Business environment will make you the perfect match for this energetic and hands-on position.

English and French copy-writing tests will be part of the selection process.

Please send your resume to FrancisCaire, Human Resources department - Océ Graphics 1 rue Jean Lemoine 94003 Créteil Cedex - France.

**Océ Graphics**  
your graphic edge

## INTERNATIONAL YOUTH FOUNDATION

### Two Program Execs

Funded by major foundations, IYF identifies and helps expand excellent youth (ages 18-20) programs throughout the world. It needs two senior program managers, each to design and manage: (A) Program of capacity building and networking among 75+ nonprofit organizations in 10+ countries - workshops, resources, etc. (B) Leadership enhancement program for highly effective youth-oriented leaders from several countries: training, conferences, leader exchanges, small grants for personal development.

Both positions require experience in international youth work, good planning, coordination, and human relations skills; English plus one other major language; considerable travel. Based in Battle Creek, Michigan USA with possible relocation to international city. Salary negotiable depending on experience, plus excellent health, dental, pension. Moving expenses covered. For initial review of qualifications, fax letter and brief resume to: IYF Program Search, FAX 616/969-9845 (Michigan).

## EXECUTIVES AVAILABLE

### RUSSIA

Experienced Commercial Trade/Investment Broker  
Fluent German & Russian  
Seeks Entrepreneurial Position  
Reply: INT BOX 0411  
INTERNATIONAL HERALD TRIBUNE  
181 Avenue Charles-de-Gaulle  
92521 Neuilly Cedex Paris, France

GENERAL POSITIONS WANTED

GERMAN-AMERICAN US citizen, in field, single, formerly engaged in PR work, financially independent, could raise material/capital, people to handle successful work, separate staff, cooking/dwng, own car, can relocate. Entrepreneurial secretary. Reply to Ludwig J. Oppermann, c/o International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex Paris, France. Tel: (33) 1 47 29 20 50

BERLIN SALESWOMAN, 22, fluent in French, German, English and Dutch, currently based in Luxembourg, holding high profile office furniture and design in looking for a new challenge, excellent networking skills, preferably in international environment. Willing to relocate to Brussels or abroad. With car. Reply to: Fax (32) 34 72 92

EXECUTIVE ASSISTANT, 38 female, German, perfectly bilingual, seeks employment with multinational trade company or office. South Germany/Bavaria. Excellent background and insight forwarding box 374, I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany

YOUNG FRENCHMAN, excellent references in London and New York, diploma equivalent to MBA. Willing to work on an bank. Fluent English and Spanish. Please call 1. Berlin: 33-1-43-29-20-50

SENIOR INT'L SALES & MARKETING Position based in Boston. Trilingual French/Spanish/English. Four years experience Sales & Marketing. Willing to relocate to Europe. Tel: 617-257-4611 USA

EXPERIENCED PARIS BASED - fluent in French TRANSLATOR. Specialized in high finance & international legal. Excellent references. Reply to: Box 374, I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany. Tel: (33) 33-1-43-29-20-50

YOUNG GOOD LOOKING couple with references in PR. Excellent references. Tel: (33) 33-1-43-29-20-50

## INTERNATIONAL RECRUITMENT

appears every THURSDAY

## PROJECT MANAGER

### ASSIGNMENT

### Industrial Power/Refuse to Energy

RUST International has an immediate need for a Senior Project Manager with Refuse to Energy and Industrial Power background for an assignment in Italy.

Requirements include a BS Engineering degree and 15+ years experience with a major engineer constructor in the Refuse to Energy Industrial Power field. Must be bilingual in Italian/English. Only candidates that speak fluent Italian will be considered.

Responsibilities will include budgets, schedules, scope of work and contractual provisions and the coordination and supervision of project engineers design engineers, project support services and construction.

For immediate response, please FAX your resume to the attention of Donald W. Hayslett at (205) 995-7884. If unable to FAX, your resume please forward to Donald W. Hayslett, Manager, Manpower Resources, RUST International, P.O. Box 101, Birmingham, AL 35201.

**RUST**  
An Equal Opportunity Employer M/F/H/V

## EXECUTIVE HOUSEKEEPER

### SULTANATE OF OMAN

If you have the knowledge and experience in general management and housekeeping for a modern residence and capable of controlling and supervising household staff we would like to hear from you.

The selected applicant would be between the age of 30 to 40 years, having a vibrant, confident personality accomplished in all social graces, familiar with formal etiquette and the department to arrange and manage high level social and business functions that would be held at the residence.

The selected applicant, whilst based in Oman, must be willing to travel and manage other residences in England and Switzerland and it is essential to be fluent in both English and French. Speaking French is essential.

Amongst other duties would be to assist the Captain in the management of water vessels and a yacht.

Monthly remuneration is negotiable but will not be less than Omani 850/m (Approximately Sterling Pound 1,200/m) tax free. Free furnished accommodation and meals are provided and additionally, 30 days annual paid leave and passage, use of car, free medical as provided by the government hospitals are amongst some of the other attractive perquisites offered. Working conditions include six days working week flexible timing as per work requirements.

Applications should include 3 recent photographs, copy of valid passport, copies of educational certificates and references from previous employers.

Applications should be received in England not later than 22nd November 1992. Please apply in confidence quoting ref: 6873 to:

The Manager  
128 Cambridge Road, Southport,  
Merseyside PR9 5SZ, England

## EXPORTING INDUSTRIALISTS

A leading company in the distribution of industrial machinery and products in SPAIN

With financial solvency, a highly-developed sales team, machinery and general organization. Stores, workshops and our own offices covering 5000 m2, and a large vehicle fleet

### SEEKS

A solvent leader, to distribute its products in SPAIN

Please write to: APARTADO 40 - MADRID, SPAIN Ref: 3551

## DISTRICT SALES MANAGER - MIDDLE EAST

based Munich

**COMPAG** has established itself as one of the region's strongest IT suppliers with a reputation for product and service quality provided through strong and well established reseller channels.

It will be the appointed candidate's primary responsibility to build on this solid base. This will involve identifying opportunities for growth and providing the dealers with practical assistance and guidance on how to maximize revenues and service quality.

Candidates should be familiar with the PC/networking market and have experience of reseller channel management. Experience should ideally include exposure to the Arab world in a sales, marketing or support role.

Probably educated to degree level, candidates must be fluent in English with a knowledge of French and/or Arabic being beneficial.

This role will provide the scope and opportunity to gain rapid career development in a truly dynamic environment.

Please forward a comprehensive CV to our Consultants, quoting reference number: IHT 208 to: Kilvington Saville & Partners Ltd., Eastlands Court, St. Peters Road, Rugby, England, CV21 3QP. Tel: (44)-788-541305. Fax: (44)-788-541256.

## KILVINGTON SAVILLE

### EMPLOYMENT SERVICES

INTERNATIONAL EMPLOYMENT: High salaries, tax free, all costs, FREE abroad & Home, Visa 70, 90, 180 days, 2000, 3000, Canada, H9A 17, Fax: 514 421-8831.

### EXECUTIVE POSITIONS AVAILABLE

### SENIOR INTERNATIONAL FUND MANAGER NEEDED

To take charge of a \$100m U.S. Doherty Portfolio, 10 years experience with proven track record, must be based in Europe as general/operational manager. Excellent compensation package. Send CV & salary history to Executive Search, Box 374, I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany. Tel: (33) 33-1-43-29-20-50.

### FINANCIAL MANAGER

For U.K. headquarters of US manufacturing company. Multilingual. Will be responsible for financial and operational activities for several European entities. 3 plus years experience with proven management skills. Excellent compensation package. Send CV & salary history to Executive Search, Box 374, I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany. Tel: (33) 33-1-43-29-20-50.

### SEEK JOB CHALLENGE

European/International, 3 years experience copied market, French/English/bilingual, analysis, Fax 15 years in international advertising (London/Paris) Selection criteria: excellent references. Tel: Paris (33-1) 43 70 49 57

### AMERICAN, early career, bilingual, residing Rome, 100 level experience in marketing, financing, public relations, sales, advertising, publicity, etc. Excellent references. Free to travel. Write to: I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany. Tel: (33) 33-1-43-29-20-50. EXECUTIVE POSITIONS AVAILABLE **\$250,000+** Are my earnings in the last 90 days with my last marketing company? I need help with my new European & Italian operations. Tel: US (802) 981-0171 or Fax: France 331 46 02 53 98 EXECUTIVES AVAILABLE INT'L LAWYER, 44, ITALIAN, fluent English, French, Spanish, 15 years experience in construction defense T.L.C. contracts, training and deployment in Europe as general/operational manager. Excellent compensation package. Send CV & salary history to Executive Search, Box 374, I.H.T., Frankfurt, D-6000 Frankfurt/Main, Germany. Tel: (33) 33-1-43-29-20-50. GENERAL POSITIONS AVAILABLE OVERSEAS POSITIONS: Hundreds of high profile personal offices in New York-based English, Spanish, French, correspondence, hotel arrangements, entertainment, banking transactions, etc. 22 years experience and references prominent New York-based hours. Reply Box 374, I.H.T., 181 Third Ave., 8th Fl., NY, NY 10022 USA GENERAL POSITIONS WANTEDDIPLOMATIC BACKGROUND High quality professional management of all your personal affairs in New York-based English, Spanish, French, correspondence, hotel arrangements, entertainment, banking transactions, etc. 22 years experience and references prominent New York-based hours. Reply Box 374, I.H.T., 181 Third Ave., 8th Fl., NY, NY 10022 USA

كلمة من القرآن



# Coalition Collapses In Ireland Election Is Slated To Be on Nov. 26

By James F. Clarity  
New York Times Service  
DUBLIN — The small but powerful party that gave Prime Minister Albert Reynolds the votes needed to run a coalition government turned against him Wednesday. Its officials said they had withdrawn from the government and would vote for its collapse in the parliament on Thursday.

Government and opposition officials, without exception, said that this meant that the action of the Progressive Democrats, led by Industry Minister Desmond O'Malley, assured that Mr. Reynolds would lose a vote of confidence scheduled Thursday in the 166-member parliament.

The PDs, as they are called, have six seats that the prime minister's party, Fianna Fail, need to have a governing majority. Government officials said that once the confidence vote was taken, Mr. Reynolds would move to dissolve the government and call an election on Nov. 26. The officials said that the government would also set that date for the referendum on the abortion law.

The chain of events followed two weeks of bitter public dispute between the two leaders, in which scatalogical language was used by the prime minister and an attorney for Mr. O'Malley.

The prospect of a combination of a parliamentary election with a referendum on a highly emotional issue caused considerable public confusion and annoyance. People phoning in to radio chat programs said that if their children acted like the politicians, they would be spanked and put to bed without supper. If her son used the language of the prime minister, said another, "I'd wash his mouth out." "We are acting like a banana republic," said one woman.

Many people, including opposition politicians, said the politicians would do better to deal with the nation's growing economic problems than to foment an election. Officials of the main opposition parties — Fine Gael, Labor, and Democratic Left — said they would vote against Mr. Reynolds to force him to dissolve the government, which he took over in February, replacing Charles J. Haughey.

The reason for the turmoil was the maneuvering and political feinting of Mr. Reynolds and Mr. O'Malley for advantage in the parliamentary election. Constitutionally, no parliamentary election need be held until 1994. But the two party leaders have been calculating the best time for an election.

Mr. Reynolds has said he wants to win enough seats to govern without a coalition partner. Mr. O'Malley, whose party was splintered out of Fianna Fail in 1985, has been an independent coalition partner since 1989. He wants to increase its seats and keep his party in a kingmaker position.

The country is already troubled by the abortion issue, and by a sluggish economy. The unemployment rate is 20 percent and many export businesses that trade with Britain are losing millions and threatening layoffs because the Irish punt is pegged unusually high against British sterling.

The dispute that became the stated reason for the rift between the two parties was cattle, traditionally Ireland's most fought-over beast.

In July, Mr. O'Malley sharply criticized Mr. Reynolds for his handling of government insurance coverage for private beef exporters and said the insurance payments to cover Iraqi payment defaults would cost the government about \$300 million. Last week, Mr. Reynolds told the tribunal that Mr. O'Malley was "reckless, irresponsible and dishonest" in his version of how much the government might have to pay and said he deliberately exaggerated the potential loss.

The prime minister's attack moved the Progressive Democrats to say that he had to apologize, that he was trying to provoke a walkout and an early election. He refused. Charges flew: straws were reported breaking, camels backs, egg was detected on faces, the need for eating humble pie was asserted. The two leaders were said to be trying to provoke each other into taking responsibility for forcing an election that the people do not want.



A couple of young boys playing with homemade toy guns Wednesday in Sarajevo.

## Serbs Lay Siege to Bosnian North

### Croats Rebuff Plea by UN to Take In Muslim Refugees

**SARAJEVO, Bosnia-Herzegovina** — Thousands of shells fell on the embattled northern city of Gradacac, and Bosnian troops were under siege in Tuzla, one of the government's few remaining strongholds, reports said Wednesday.

Hundreds of Muslim refugees from the fallen town of Jajce continued their trek toward safety, but were turned back at the Croatian border, despite humanitarian pleas from the United Nations High Commissioner for Refugees that they be given a haven.

The heaviest fighting in Bosnia-Herzegovina was reported around Olovo, 40 kilometers (25 miles) northeast of Sarajevo, and Maglaj, farther north, Bosnian government radio said.

The fall of Olovo would isolate the government-held region around Tuzla, where fighting continued Wednesday. Tuzla, 70 kilometers northeast of Sarajevo, is one of only a half-dozen cities that the Bosnian government still controls. It apparently is the next goal of Serbian fighters seeking to consolidate their battlefield gains.

Sarajevo, the Bosnian capital, was relatively quiet Wednesday, with only scattered small arms and anti-aircraft fire.

The Bosnian Health Ministry said 16 people were killed and 108 wounded in government-held territory in the previous 24 hours.

### Russia Seeks Deal For Baltic Pullout

**MOSCOW** — Russia has conditioned the withdrawal of former Soviet troops from Lithuania on deliveries of oil, gas and other commodities, Itar-Tass reported Wednesday.

Russia on Oct. 1 began demanding world-market prices for Lithuania, paid in hard currency, for gas, oil and other resources. Because of the demands, Lithuania can no longer afford to the commodities from Russia.

Itar-Tass gave no details on how Russia had conditioned the withdrawal of the estimated 35,000 former Soviet troops that remain on Lithuanian soil. They are to be withdrawn by 1993.

As the war continued, so did the stream of human misery.

Adela Skaro, head of the Red Cross in the Bosnian town of Tomislavgrad, told Croatian radio that refugees from Jajce, which fell to Serbian forces last week, were still arriving.

Tomislavgrad, 90 kilometers west of Sarajevo and 40 kilometers east of the border with Croatia, has taken in about 7,000 refugees from Jajce, mostly Muslims, for a total of 13,000 refugees, she said.

Miss Skaro was quoted as saying that the Red Cross had enough food only for a day or two, although aid deliveries from international organizations began arriving Wednesday morning.

But Croatian authorities continued refusing admittance to Jajce's refugees.

Renate Greve, a teacher at a girls' school in Rottwil, was among the organizers of a march of 800 people who walked silently and peacefully through the half-timbered streets in October to show that not all Germans are racists.

"The neo-Nazis are not very strong in Rottwil," Mrs. Greve said. "There were a few skinhead characters in dark leather jackets who stood around looking menacing during the demonstration, but they didn't do anything."

There are about 24,000 people who live in the Rottwil area, she said.

Attacks continue, at the rate of one almost every day. An attempt by 10 East German teenagers to rape a woman in a home for Vietnamese workers in the East German town of Thale on Oct. 17 was followed by a strong condemnation by the Bonn government, which called on the state government there to arrest and punish those who were responsible.

In a way, some Germans feel, everybody is responsible.

There are about 24,000 people who live in the Rottwil area, she said.

Several deputies also expressed grave concern about continuing U.S. research into strategic defense, which some said could leave Russia at America's mercy — or, as one deputy said, "Our babushkas will be wiped out before they can even wake up."

Russia's reformist government faced a new threat on Wednesday as President Yeltsin sought to build a consensus between market radicals and the center-right industrial lobby, Reuters reported from Moscow.

Legislators seemed to be aiming at that second treaty when they challenged Yeltsin administration officials Wednesday about its lack of a strategic policy and its lack of funds to implement arms cuts.

Legislators said they wanted to keep U.S.-Russian relations on track and, as one deputy said, present President-elect Bill Clinton with something positive on the day after U.S. voting.

But the debate on ratification suggested that a far more radical treaty, signed by Mr. Bush and President Boris N. Yeltsin this summer, may face stiffer opposition from Russian nationalists and others concerned with Russia's declining world position.

# Attacks Revive an Evil German Image

By Craig R. Whitney  
New York Times Service

**ROTTWEIL, Germany** — Helmut Seubel, who runs a temporary shelter for refugees and asylum-seekers in this medieval market town in southern Germany, is glad that few of the townspeople here seem to know where the shelter is.

"Thank God they don't," he said, showing a visitor around as some of the 105 people staying in the building, many of them fleeing the fighting in Bosnia-Herzegovina, talked and let their children play in the courtyard outside. "We haven't had any attacks on this home and knock on wood, we don't want any, either."

The refugees, few of whom speak German, are left to their own devices in the evenings, and are unguarded, as they are at most shelters around the country.

In this part of the country, Mr. Seubel said, they are safe from the kind of attack that has revived an image of Germany that most people in the country thought they had outlived, the image of Nazi violence against Jews, Gypsies and other minorities in the 1930s.

The ugliness has shocked the world, and many Germans, too, with more than 1,600 violent incidents reportedly instigated by rightist groups so far this year. 60 percent of them here in the supposedly more cosmopolitan and tolerant Western part of the country, and 40 percent in the economically depressed East German states that were ruled by the Communists until three years ago.

Attacks continue, at the rate of one almost every day. An attempt by 10 East German teenagers to rape a woman in a home for Vietnamese workers in the East German town of Thale on Oct. 17 was followed by a strong condemnation by the Bonn government, which called on the state government there to arrest and punish those who were responsible.

In a way, some Germans feel, everybody is responsible.

There are about 24,000 people who live in the Rottwil area, she said.

Several deputies also expressed grave concern about continuing U.S. research into strategic defense, which some said could leave Russia at America's mercy — or, as one deputy said, "Our babushkas will be wiped out before they can even wake up."

Russia's reformist government faced a new threat on Wednesday as President Yeltsin sought to build a consensus between market radicals and the center-right industrial lobby, Reuters reported from Moscow.

Legislators seemed to be aiming at that second treaty when they challenged Yeltsin administration officials Wednesday about its lack of a strategic policy and its lack of funds to implement arms cuts.

Legislators said they wanted to keep U.S.-Russian relations on track and, as one deputy said, present President-elect Bill Clinton with something positive on the day after U.S. voting.

But the debate on ratification suggested that a far more radical treaty, signed by Mr. Bush and President Boris N. Yeltsin this summer, may face stiffer opposition from Russian nationalists and others concerned with Russia's declining world position.

But the National Democratic Party, a long-established far-right group, is stronger in nearby industrial towns and in poor rural areas, even in Rottwil, as Angela Greveler, an elementary-school teacher in nearby Dunningen, attested.

"There's a family of people from Iran living there, and they are not integrated with the local people at all," she said. "They can't speak German, they look different and they're totally isolated. In the school the other day, in the exercise class, the children suddenly began chanting 'foreigners out!' at the Iranian boy. Where would they have gotten that, except from home?"

The pretext for the surge in hostility to foreigners has been an influx of non-German refugees and asylum-seekers that is unlike anything Germans have known in modern history.

It is estimated that 500,000 asylum-seekers will have arrived by the end of this year, and it takes to process their applications to stay, the federal authorities have assigned quotas to nearly every village and town in the country. In Baden-Württemberg State, where Rottwil is, towns have to shelter 12.5 asylum-seekers for every thousand inhabitants.

In a country with an acute housing shortage, the result was bound to be tension. But this year, rightist thugs, most of them under the age of 18, have killed 10 foreigners in firebombings and other violent acts.

Sometimes ordinary people have simply looked on, or silently applauded. It was this silent approbation, more than anything else, that finally shocked German politicians into taking a stronger stand against the violence.

"I can understand the frustration that many German young people feel, particularly in the eastern part of the country," said Erna Krause, a parishioner of the Lutheran Church of the Redeemer in the Griesheim section of Frankfurt. "They have no work, and it isn't clear what the future will bring. But these refugees have done nothing to deserve having their shelters burned down."

Mrs. Krause is 83, old enough to remember the last time such things were happening in the 1930s. Griesheim, a stronghold of German social democracy, resisted the Nazis for awhile then. Today the members of her church are providing shelter to 18 families, most of them from what used to be Yugoslavia.

A group of Bosnians is even living in the

organ loft. Annette Roeder, the curate, had forgotten about them the other morning when she came in to turn on the heat. Then she heard snoring in the sanctuary.

"It was a wonderful sound," she said with a smile, "real life in the church."

The pastor, Ulrich Wegner, said the church vestry had given enthusiastic support to the project of taking care of the refugees, most of the rest of whom are living, sometimes four to six to a room, in apartments built for retired couples. They use one of the church kitchens for their communal meals.

But except for the pastor, few parishioners actually have much contact with them. And scratching the surface in any discussion quickly reveals that German attitudes toward the strangers in their midst are fraught with complexities.

One of them is guilt for the misdeeds of the Nazi past, which is the main reason why the Germans have felt compelled to let in so many refugees and asylum-seekers now, far more than Italy, France or Britain have allowed to come.

Despite all the changes that have come over the country since World War II, German tolerance is often only skin deep. Few of the white-skinned, German-speaking people among the 5 million foreigners who lived here before the current influx began had problems being accepted, but black American servicemen often did.

Some 1.6 million Turkish and 600,000 Yugoslav "guest workers" had been working here for decades, so long that most Germans had grown used to their presence. But even then, few of these foreigners were accepted as immigrants or allowed to take on German citizenship.

### Vandals Damage Jewish Graves At a Cemetery North of Bonn

**FRANKFURT** — In the latest anti-Semitic outburst in Germany, vandals damaged 90 graves at a Jewish cemetery, the police said Wednesday.

The police said 90 of the 190 graves at a century-old Jewish cemetery had been damaged by vandals in Wuppertal, 60 kilometers (36 miles) north of Bonn. The vandals knocked down marble tombstones and trampled on other parts of the cemetery.

### Delors Also Backs Lubbers As His Successor in EC Post

**HILVERSUM, Netherlands** — The EC Commission president, Jacques Delors, endorsed Prime Minister Ruud Lubbers of the Netherlands on Wednesday as his successor, saying he would be "the right man in the right place" as chief executive of the 12-nation bloc.

Speaking on Mr. Lubbers' 10th anniversary as prime minister, Mr. Delors said that Mr. Lubbers was "a really pro-European militant, a man of dialogue, capable of finding a good compromise between the twelve." Earlier this week, Chancellor Helmut Kohl of Germany also said that Mr. Lubbers "meets all the requirements" for president of the Commission, the EC's Brussels-based executive.

Mr. Lubbers' third term in office ends in December 1994, when Mr. Delors' mandate, recently extended by two years, also expires.

While recognizing there would be other candidates for the post, Mr. Delors said he thought Mr. Lubbers, 53, would "maintain fresh ideas, enthusiasm and dynamic action" in a new and difficult period.

## With Misgivings, Russia Clears Arms Pact

By Fred Hiatt  
Washington Post Service

**MOSCOW** — The Russian parliament overwhelmingly approved the START arms control treaty on Wednesday, but only after a debate revealing grave anxieties about Russia's weakness and doubts about a subsequent treaty calling for more radical cuts in nuclear arms.

The debate also revealed serious questions about Russia's financial and technical ability to implement the arms-control treaty. General Boris V. Gromov, deputy defense minister, acknowledged that the government has thus far found only a small part of the funds it will need to dismantle weapons, and legislators spoke of nuclear warheads sitting unattended in railroad cars.

The parliament voted, 157 to 1 with 26 abstentions, to ratify the last major arms limitation treaty negotiated between the Soviet Union and the United States. The pact, signed by President George Bush and the then-Soviet president, Mikhail S. Gorbachev, in July 1991, would reduce the number of strategic nuclear warheads in each arsenal by about one-third during the next seven years, from a total of 23,000 to about 16,000.

Legislators said they wanted to keep U.S.-Russian relations on track and, as one deputy said, present President-elect Bill Clinton with something positive on the day after U.S. voting.

But the debate on ratification suggested that a far more radical treaty, signed by Mr. Bush and President Boris N. Yeltsin this summer, may face stiffer opposition from Russian nationalists and others concerned with Russia's declining world position.

Several deputies also expressed grave concern about continuing U.S. research into strategic defense, which some said could leave Russia at America's mercy — or, as one deputy said, "Our babushkas will be wiped out before they can even wake up."

Russia's reformist government faced a new threat on Wednesday as President Yeltsin sought to build a consensus between market radicals and the center-right industrial lobby, Reuters reported from Moscow.

Legislators seemed to be aiming at that second treaty when they challenged Yeltsin administration officials Wednesday about its lack of a strategic policy and its lack of funds to implement arms cuts.

Legislators said they wanted to keep U.S.-Russian relations on track and, as one deputy said, present President-elect Bill Clinton with something positive on the day after U.S. voting.

But the debate on ratification suggested that a far more radical treaty, signed by Mr. Bush and President Boris N. Yeltsin this summer, may face stiffer opposition from Russian nationalists and others concerned with Russia's declining world position.

Legislators said they wanted to keep U.S.-Russian relations on track and, as one deputy said, present President-elect Bill Clinton with something positive on the day after U.S. voting.

But the debate on ratification suggested that a far more radical treaty, signed by Mr. Bush and President Boris N. Yeltsin this summer, may face stiffer opposition from Russian nationalists and others concerned with Russia's declining world position.

# Announcing an easier way to call a foreign country when you're already in one.

Country	Access Code	Area Code	Number
Austria	0043	1	177 000 2771
Belgium	0032	20	0039 56
Canada	01	1	001 604 50 317
France	0033	1	0033 1 69 99 99
Germany	0049	30	0049 30 317
Italy	0039	6	0039 6 99 99
Japan	0081	3	0081 3 99 99
Netherlands	0031	20	0031 20 99 99
Spain	0034	91	0034 91 99 99
Switzerland	0041	1	0041 1 99 99
UK	0044	1	0044 1 99 99
USA	01	1	001 604 50 317
USSR	007	7	007 7 99 99
Yugoslavia	00381	11	00381 11 99 99

## TO OUR READERS IN FRANCE

It's never been easier to subscribe and save with our new toll free service. Just call us today at 05-437 437

## Herald Tribune

LIVING IN THE U.S.? NOW PRINTED IN NEW YORK FOR SAME DAY DELIVERY IN KEY CITIES TO SUBSCRIBE, CALL 1-800-882 2884 (IN NEW YORK, CALL 212-752-3890)

## Country to Country Calling. New from Sprint Express.

When you're travelling, even a telephone can seem like a foreign object. But now Sprint Express makes it easy for you to call the U.S. or practically any other country in the world. And you don't even have to be a Sprint customer. Simply dial one of the access codes listed above to reach a Sprint operator who can complete your call to almost anywhere in the world. Tell the operator how you'd like your call billed: to your Sprint FÖNCARD™, your U.S. local calling card, or collect to the U.S. only. Then call fluently from country to country, saving money around the world with Sprint Express.

## PALACE LUZERN

The finest hospitality awaits you in a perfect setting on the shore of Lake Lucerne, overlooking the Swiss Alps.

Jürg R. Reinshagen  
Managing Director  
Tel.: (41-41) 50 22 22  
Fax: (41-41) 51 69 76



# Iran Arrests American on Business and Spy Charges

**Compiled by Our Staff From Dispatches**  
**TEHRAN** — Iran has arrested an American on charges of illegal business dealings and links with foreign intelligence agencies, the official press agency, IRNA, reported Wednesday.

The report said that Milton Mayer, 58 and married to an Iranian woman, had confessed. It did not say when he was detained.

The agency said he was providing vital business information from Iran to several international companies and that he was accused of "illegal establishment of several trade firms, collecting important economic information and identifying leading elements at commercial institutions and environments."

Mr. Mayer also had "links with agents serving foreign intelligence services," IRNA said.

The announcement came on the anniversary of the hostage-taking at the U.S. Embassy here Nov. 4, 1979, that dragged on until Ronald Reagan replaced Jimmy Carter as president in January 1981.

Quoting the Interior Ministry, IRNA said that Mr. Mayer was accused of "contacts with intelligence agents," with "the illegal creation of several commercial firms" and with "collecting important economic information."

It also said that he "received hundreds of thousands of dollars for information supplied to foreign companies."

IRNA added that Mr. Mayer was the brother-in-law of Nematollah Nassiri, head of the shah's secret police. General Nassiri was executed following the 1979 Islamic revolution.

Quoting a ministry statement, IRNA said: "Mayer, who enjoyed Nassiri's backing prior to the revolution, continued to stay in the country after the revolution on the pretext of having an Iranian wife."

Mr. Mayer, who had many friends among journalists who visited Iran after the revolution, is not known to have left the country since the upheaval. A visitor who tried to contact him at his Tehran residence a month ago was told that he no longer lived there.

(AFP, AP, Reuters)

But the U.S. Naval Forces Central Command minimized the significance of the deployment. Commander Bruce Cole, a spokesman, said the Topeka's visit had been planned "well in advance" of reports that one of two diesel submarines Iran bought from Russia was headed to the Gulf.

Despite his comments, there was speculation that the nuclear-powered Topeka was in place as a signal of strength ahead of the arrival of the Iranian submarine. Diplomats in the region think that Iran will keep its submarine at Bandar Abbas, just off the Strait of Hormuz.

Commander Cole said the Topeka was part of an aircraft carrier battle group that has been inside the Gulf since the United States, Britain and France began enforcing a "no-fly" zone for Iraqi aircraft over southern Iraq on Aug. 27.

## Iranians Incant A Death Chant Against U.S.

**TEHRAN** — Thousands of Iranians, celebrating the 13th anniversary of the seizure of the U.S. Embassy in Tehran, joined in a vocal "Death to America" message to President-elect Bill Clinton on Wednesday.

"You know Bush has lost and Clinton won," a speaker told the rally marking the day in 1979 when Iranian students took over the embassy. "What we have to say to the new administration is: 'Death to America.'"

The English-language Tehran Times, in an editorial written before the election was decided, predicted there would be little change in Washington's policy toward Iran.

"A desire for hegemony is so deep-rooted in the psyche of the American political establishment that the new president, even a Democrat, has no choice but to tread down the path recognized as the norm in traditional U.S. foreign policy," it said.

## WORLD BRIEFS

### EC Body Backs Finnish Membership

**BRUSSELS (AP)** — The EC Commission recommended Wednesday that the 12 European Community states open formal talks with the government in Helsinki to make Finland an EC member.

Finland formally applied to join the EC on March 18. Frans Andriessen, the EC external relations commissioner, said that, in the view of the commission, Finland is economically ready for membership.

He also said the commission welcomed Finland's recent announcement to join the EC's drive for further integration, such as common foreign and monetary policies as outlined in the Maastricht treaty.

### Ankara Says Raids in Iraq Kill 2,000

**ANKARA (AFP)** — The Turkish operation in northern Iraq against Kurdistan Workers Party separatists has already killed more than 2,000 guerrillas and will last two more weeks, General Dogan Gures said.

General Gures, quoted in Ankara newspapers on Wednesday, said, however, that the army had scaled down its operation "because a large part of our targets have been met" since the air and land incursion was mounted on Oct. 16.

More than 2,000 Turkish separatist guerrillas have been killed, the army chief of staff said, and added: "I think that we will accomplish our mission in two weeks and we will not turn back without achieving it." He said a clean-up operation against the party inside Turkey would be launched after the mission in northern Iraq, which has been criticized in both Baghdad and Tehran.

### Marcos to Return Millions to Manila

**MANILA (Reuters)** — Lawyers for the Philippine government and for Imelda R. Marcos, widow of former President Ferdinand E. Marcos, agreed on Wednesday to ask Swiss banks to transfer Marcos family bank deposits worth \$356 million to Manila.

Officials said the planned transfer was the first in a series of steps to a possible agreement with Mrs. Marcos over the money that she and her husband are accused of stealing from the economy during his 20 years in power.

A lawyer for the Marcos family said Mrs. Marcos and the government agreed in principle to send a joint letter to Swiss banks. Under the proposed deal, the government would drop some of its cases against Mrs. Marcos in exchange for her turning over a substantial portion of the family's deposits in Switzerland, believed to total several billion dollars.

### U.K. Halts Bomb Testing in Germany

**HANNOVER, Germany (Reuters)** — Britain's air force suspended exercises over a test range in northern Germany on Wednesday after a dummy bomb fell into a crowd of pacifist protesters, injuring one man.

A German military spokesman said a British team wanted to investigate the incident, in which a demonstrator was struck Tuesday by a hand-carry bomb from a range in Nordhorn said the air force had received a message from protesters earlier in the day warning of a rally on the range, but that it was not read until after the demonstration.

### Tokyo Is Set to Resume Aid to Hanoi

**TOKYO (Reuters)** — Japan is to resume official development assistance to Vietnam this year after a suspension that began 14 years ago, upon Vietnam's invasion of Cambodia, a Foreign Ministry official said Wednesday.

He did not specify the amount, but the financial daily Nihon Keizai Shimbun said the government would approve an aid package worth 45.5 billion yen (\$369 million) at a cabinet meeting Friday.

Communists Vietnam says it has withdrawn its troops from Cambodia and seeks trade and investment to spur its economy. But the country's overdue repayments on loans from Japan have been a major obstacle to the resumption of aid from Tokyo.

### For the Record

A senior Romanian Finance Ministry official, Nicolae Vacaroiu, was named the country's new prime minister on Wednesday by President Ion Iliescu, who called Mr. Vacaroiu a "man of reform." Mr. Vacaroiu now has 10 days to win a vote of confidence on a program and a cabinet list he must submit to parliament.

Erich Honecker is to stay in jail during his trial on manslaughter charges, despite suffering from liver cancer. The Berlin state court, rejected an appeal Wednesday from lawyers for Mr. Honecker, 80, the former East German leader. They said he had 6 to 18 months to live and would not outlast the trial, scheduled to open in Berlin on Nov. 12.

### Correction

The American Topics column gave the wrong first name of Shirley Booth's husband. He was Ed Gardner.

### TRAVEL UPDATE

Cartan Tours of California has been designated by the U.S. Olympic Committee as the exclusive American ticket agent for the 1994 Olympic Winter Games in Norway. A brochure describing event schedules, ticket prices and venues will be available from Cartan as of Nov. 16. The company's address is 1334 Parkview Avenue, Manhattan Beach, California 90266. The toll-free telephone number is 800-841-1994.

Kaui, the Hawaiian island devastated by a hurricane Sept. 10, has set up toll-free phone and fax lines to help travelers and others get information on its recovery and tourism. Volunteers are staffing the Kaui Hot Line — 800-262-1400 for telephone inquiries and 800-657-5762 for faxes — around the clock.

The U.S. National Transportation Safety Board is urging federal aviation officials to increase the number of required inspections of fuselage and engine mounts on Boeing 747 planes. Those recommendations are included in a report on the crash of an Israeli El Al 747 cargo jet in Amsterdam in October.

## Iraq Celebrates Bush's Defeat With Hoopla

**BAGHDAD** — The Iraqi capital was filled with song and dance Wednesday to celebrate the electoral defeat of President George Bush, who has been ousted by his Iraqi counterpart and arch-foe, Saddam Hussein.

With the bombing of Baghdad during last year's Gulf War still fresh in their minds, schoolchildren took part in demonstrations that were organized by the students' union to mark "the fall of criminal Bush."

The government denied charges that massive demonstrations had been orchestrated in advance of the U.S. election.

But the official radio played festive songs all Wednesday morning after the announcement of the election result, and motorists drove through the streets blowing their horns in celebration.

"Saddam is here for ever and not America," a group of men sang as they danced along Rashid Street, the main commercial area of the capital.

"Bush, we've had you. Now it's the turn of Fahd," a reference to the Saudi Arabian monarch.

## U.S. Let Executives Go in Iraq Arms Case

**By Dean Baquet**  
*New York Times Service*  
**NEW YORK** — The Justice Department secretly agreed not to prosecute top executives of a company that supplied Iraq with millions of dollars in Western arms-making equipment, according to documents and interviews.

The disclosure of the agreement, reached in 1990 and 1991, is expected to deepen the controversy over the Bush administration's failure to stop the flow of arms to Baghdad.

And the agreement, with two executives of Matrix Churchill Corp., a British toolmaker with a branch in Solon, Ohio, means that despite two years of investigations, the United States may not be able to build a criminal case against major participants in President Saddam Hussein's arms-buying network.

The disclosure also raises new questions about a possible relationship between Western government agencies and Matrix Churchill, which seems to have acquired technology from around the world that was crucial to Mr. Saddam's nuclear and ballistic program.

Documents made available in a trial in London last week showed that in the late 1980s, the British government allowed Matrix Churchill to ship arms-making equipment to Iraq illegally because two of the company's British executives were acting as informants for British intelligence.

That report prompted the Senate Intelligence Committee to explore whether American intelligence, which works closely with the British, also worked Matrix Churchill to buy equipment for Iraq.

What, if anything, the Bush administration knew about the relationship between Matrix Churchill and British intelligence is not known. But British and American agencies have worked together closely over the years, routinely exchanging information.

Atlanta prosecutors reached the agreement with Gordon Cooper, who ran the company's Ohio operation, and Paul Henderson, managing director of Matrix Churchill's main operation in Coventry, England.

Mr. Henderson was one of two British informants inside the company. There has been no evidence that Mr. Cooper, who lived in the United States, had been an informant.

Gerrilyn Brill, acting U.S. attorney in Atlanta, said Tuesday that the immunity agreements were necessary to get the executives to cooperate with a multibillion-dollar bank fraud investigation there.

She said the agreements, first reported by the Atlanta Constitution, only prevented prosecutors from taking information from the executives, and using it against them.

But an examination of the documents and interviews with other law enforcement officials show that the agreements apparently prevent other prosecution of the two executives for their roles in the arms-buying network.

Intelligence Committee to explore whether American intelligence, which works closely with the British, also worked Matrix Churchill to buy equipment for Iraq.

What, if anything, the Bush administration knew about the relationship between Matrix Churchill and British intelligence is not known. But British and American agencies have worked together closely over the years, routinely exchanging information.

Atlanta prosecutors reached the agreement with Gordon Cooper, who ran the company's Ohio operation, and Paul Henderson, managing director of Matrix Churchill's main operation in Coventry, England.

Mr. Henderson was one of two British informants inside the company. There has been no evidence that Mr. Cooper, who lived in the United States, had been an informant.

Gerrilyn Brill, acting U.S. attorney in Atlanta, said Tuesday that the immunity agreements were necessary to get the executives to cooperate with a multibillion-dollar bank fraud investigation there.

She said the agreements, first reported by the Atlanta Constitution, only prevented prosecutors from taking information from the executives, and using it against them.

But an examination of the documents and interviews with other law enforcement officials show that the agreements apparently prevent other prosecution of the two executives for their roles in the arms-buying network.

There has been no evidence that Mr. Cooper, who lived in the United States, had been an informant.

Gerrilyn Brill, acting U.S. attorney in Atlanta, said Tuesday that the immunity agreements were necessary to get the executives to cooperate with a multibillion-dollar bank fraud investigation there.

She said the agreements, first reported by the Atlanta Constitution, only prevented prosecutors from taking information from the executives, and using it against them.

But an examination of the documents and interviews with other law enforcement officials show that the agreements apparently prevent other prosecution of the two executives for their roles in the arms-buying network.

## Bush Kills Tax-Rise Measure

**WASHINGTON** — President George Bush made good his threat Wednesday to veto the \$27 billion urban aid and tax bill, killing the measure because of its tax increases on businesses and on upper-income Americans.

He signed the veto on Air Force One as he flew home in defeat from Houston. Mr. Bush's action kills the measure because Congress has adjourned for the year.

It was Mr. Bush's 46th veto, several coming after last month's adjournment. Only one veto — of a bill tightening regulation of the cable TV industry — has been overridden.

"I am withholding my approval because it includes numerous tax increases, violates fiscal discipline and would destroy jobs and undermine small business," Mr. Bush said in a written message.

The tax bill contained elements of Mr. Bush's blueprint for revitalizing the economy and luring businesses to hard-pressed inner cities and rural areas with enterprise zones. But Mr. Bush said, "The urban aid provisions that were once the centerpiece of the bill have been submerged by billions of dollars in giveaways to special interests."

Some Republican lawmakers as well as Democrats had urged the president to sign the bill and nursed hopes that he would do so despite his pre-election vow not to raise taxes again.

Dan Rostenkowski, Democrat of Illinois, who is chairman of the tax-writing House Ways and Means Committee, was "disappointed but not surprised" by the veto, said a committee aide who did not want to be identified by name.

The measure would have expanded tax breaks for Individual Retirement Accounts, renewed tax breaks for research and restored the targeted jobs tax credit.

But it also included such tax increases as limiting the deduction for job-related moving expenses to \$10,000, requiring individuals with sizable amounts of income not subject to withholding and large corporations to pay more tax in advance and taxing securities dealers' inventories at market value.

## Across the Street, Across a Tense Border

**By Joel Greenberg**  
*New York Times Service*  
**BARTAA, Israel** — If Palestinian self-rule ever comes to the occupied territories, it will most likely apply to half this village, which straddles the border between Israel and the West Bank.

Simultaneous Israeli and Palestinian rule over this community would add yet another special dimension to the lives of residents, who as it is find themselves shuttling between two worlds.

Those on one side live as citizens of Israel, while relatives on the West Bank side are Palestinians living through an uprising against Israeli rule.

The international frontier that once separated Israel from the West Bank cut Bartaa in two, following a valley that runs through its heart. When Israel captured the West Bank from Jordan in 1967, the villagers were reunited, but the road that links Bartaa's two sides is a passage between contrasts.

The two sides remain divided in their daily lives by different political groupings and aspirations, a microcosm of the relationship between Israeli Arabs and their Palestinian kin.

At the West Bank end, outlawed Palestinian flags flutter from poles, and nationalist graffiti cover the walls of simple stone dwellings along winding alleys. Armed militants have marched through the narrow lanes, and soldiers have raided the houses to seize leaders of the uprising.

At the Israeli end, there are no graffiti or flags but broad, straight streets, lined with well-kept homes. Residents drive the Japanese cars that are popular among Israelis.

Every day, villagers move between the two realities. Some children from the Palestinian side walk to school on the Israeli side. Relatives stroll across the valley for family visits and weddings of couples from opposite sides of the old border. Spectators from both sides gather for weekend soccer matches in Israeli Bartaa.

Sometimes the uprising in the West Bank spills over into the Israeli half, as it did March 30 on Land Day, which commemorated the deaths of six Israeli Arabs 16 years ago in clashes with the police during protests against land expropriation.

Boys from West Bank Bartaa

marked the anniversary with what for them was a symbolic act of unification: hanging a Palestinian flag just inside the Israeli part of the village. When the police arrived, the boys retreated behind barriers of rocks and burning tires that they had put up at the old border, redrawing the vanished frontier.

Similar encounters in the past have ended in stone-throwing melees across the valley, followed by police roundups of youths from both sides of the village.

In army raids on West Bank Bartaa, fugitives have hidden in the Israeli side. Youths from the West Bank side also once crossed the valley to set an Israeli bus on fire, and again to vandalize a switchboard of the state-controlled telephone company.

A group of teenagers in Israeli

marked the anniversary with what for them was a symbolic act of unification: hanging a Palestinian flag just inside the Israeli part of the village. When the police arrived, the boys retreated behind barriers of rocks and burning tires that they had put up at the old border, redrawing the vanished frontier.

Similar encounters in the past have ended in stone-throwing melees across the valley, followed by police roundups of youths from both sides of the village.

In army raids on West Bank Bartaa, fugitives have hidden in the Israeli side. Youths from the West Bank side also once crossed the valley to set an Israeli bus on fire, and again to vandalize a switchboard of the state-controlled telephone company.

A group of teenagers in Israeli

marked the anniversary with what for them was a symbolic act of unification: hanging a Palestinian flag just inside the Israeli part of the village. When the police arrived, the boys retreated behind barriers of rocks and burning tires that they had put up at the old border, redrawing the vanished frontier.

Similar encounters in the past have ended in stone-throwing melees across the valley, followed by police roundups of youths from both sides of the village.

In army raids on West Bank Bartaa, fugitives have hidden in the Israeli side. Youths from the West Bank side also once crossed the valley to set an Israeli bus on fire, and again to vandalize a switchboard of the state-controlled telephone company.

A group of teenagers in Israeli

## At the West Bank end, outlawed Palestinian flags fly. At the Israeli end, straight streets are lined with well-kept homes.

marked the anniversary with what for them was a symbolic act of unification: hanging a Palestinian flag just inside the Israeli part of the village. When the police arrived, the boys retreated behind barriers of rocks and burning tires that they had put up at the old border, redrawing the vanished frontier.

Similar encounters in the past have ended in stone-throwing melees across the valley, followed by police roundups of youths from both sides of the village.

In army raids on West Bank Bartaa, fugitives have hidden in the Israeli side. Youths from the West Bank side also once crossed the valley to set an Israeli bus on fire, and again to vandalize a switchboard of the state-controlled telephone company.

A group of teenagers in Israeli

**The U.S. Election**  
**World Monetary Crisis**  
**Slaughter in Sarajevo**  
**Mideast Peace Talks**  
**Maastricht Ratification**  
**Reform in China**

These events affect all our lives. Shouldn't you be following them daily in the IHT?

Subscribe **46%** and save up to off the newsstand price

CALL US TOLL-FREE IN FRANCE: 05 437 437  
 GERMANY: 0130 848585  
 SWITZERLAND: 155 57 57

Or send in the coupon below:

Country/Currency	12 months	12 months	14 months	14 months
	1992	1991	1992	1991
Austria	S 5,800	9,300	3,200	3,200
Belgium	B.F. 13,000	20,200	7,100	7,100
Denmark	Kr. 3,400	6,200	1,900	1,900
Finland	F.M. 2,200	3,500	1,200	1,200
France	F.F. 1,800	3,000	990	990
Germany (incl.)	D.M. 445	1,070	365	365
— "excl. delivery	D.M. 810	1,070	415	415
Italy	L. 190	370	120	120
Japan	Y. 45,000	91,000	30,000	30,000
Spain	Ptas. 220	380	130	130
Switzerland	S.F. 450,000	675,000	230,000	230,000
United Kingdom	£ 13,000	21,200	7,100	7,100
United States	\$ 3,200	5,200	1,800	1,800
Norway	N.Kr. 3,200	5,200	1,800	1,800
Portugal	Esc. 45,000	75,000	25,000	25,000
Sweden	Sw. 45,000	80,100	27,000	27,000
— "incl. deliv. Madrid	Sw. 55,000	80,100	27,000	27,000
— "incl. deliv. Madrid	Sw. 55,000	80,100	27,000	27,000
— "incl. deliv. Madrid	Sw. 55,000	80,100	27,000	27,000
— "incl. deliv. Madrid	Sw. 55,000	80,100	27,000	27,000
Rest of Europe, N. Africa, former USSR, Middle East	\$ 450	—	340	340
Gulf States, Asia, Central/South America	\$ 780	—	430	430
Rest of Africa	\$ 900	—	470	470

\* For information concerning special handling in major German cities call toll free IHT Germany at 0130 848585 or fax (09) 0130 848584. Rates do not include free issues.  
 \*\* For Madrid, hand delivery is available by morning, but without the free issue.

YES, I want to start receiving the IHT (my payment is enclosed). This is the subscription term I prefer (check appropriate boxes):

12 Months (364 issues in all with 26 bonus issues)  6 Months (182 issues in all with 26 bonus issues)

My check is enclosed (payable to the International Herald Tribune).

Please charge my Credit Card:  American Express  MasterCard  VISA  Discover  Eurocard  Access

CARD ACCT. NO. \_\_\_\_\_

EXP. DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

MR. / MRS. / MISS / Ms. FAMILY NAME \_\_\_\_\_

FIRST NAME \_\_\_\_\_

PERMANENT ADDRESS:  HOME  BUSINESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

COUNTRY \_\_\_\_\_

TEL. \_\_\_\_\_ FAX \_\_\_\_\_

Return your completed coupon to: Subscription Manager, IHT, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France. Fax: 33.1. 46 37 06 51 - Tel. 33.1. 46 37 93 61

The offer expires December 31, 1992, and is available to new subscribers only.

**INTERNATIONAL Herald Tribune**

## For Uninsured, More Medical Negligence

**CHICAGO** — People without insurance suffer negligent medical injuries in hospitals more than twice as often as insured patients, perhaps because they are more apt to take routine problems to emergency rooms, according to a new study.

The study, reported in the Journal of the American Medical Association, is the first to directly link inferior treatment to insurance status, its authors said.

One possible explanation is that uninsured people tend to lack regular medical care and to take ordinary problems to the hospital emergency rooms, where treatment is accelerated and mistakes are more common, researchers reported, according to the study.

Also, hospitals may be reluctant to admit uninsured patients, turning them away despite serious health problems, they said.

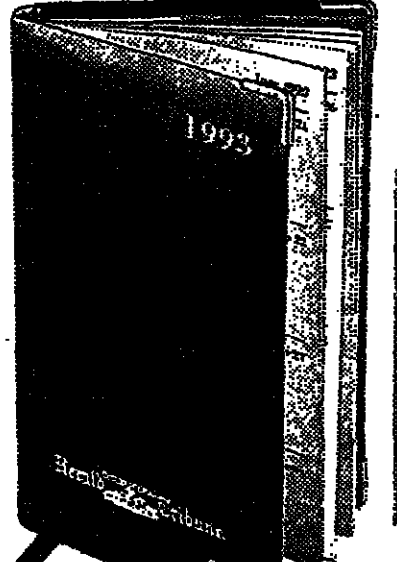
## The IHT Personalized Pocket Diary Puts 1993 Right Into Your Pocket.

Year after year — even at a period when diaries abound — the International Herald Tribune flat, silk-grain leather diary is the hit of the season.

Ingeniously designed to be thinner-than-thin, it still brings you everything... including a built-in note pad with always-available "jotting paper." Plus there are conversion tables of weights, measures and distances, a list of national holidays by country, a wine vintage chart, and many other useful facts. All in this incredibly flat little book that slips easily into a pocket.

The perfect gift for almost anyone... including yourself.

Please allow three weeks for delivery.



- Rich black leather.
- Gilt metal corners.
- 8 x 13 cm (5 1/2 x 3 in.).
- Quantity discounts.
- Plenty of space for appointments.
- Week-at-a-glance format.
- Personalized with gold initials (up to 3 at no extra cost).
- Includes a removable address book. No need to re-write your most important phone numbers — the address book will fit right into next year's diary.
- Notepaper sheets fit on the back of the diary. Refill sheets included.

**INTERNATIONAL Herald Tribune**

181 Ave. Ch.-de-Gaulle, 92521 Neuilly Cedex, France, or fax to: (33-1) 46 37 06 51

Please charge to my credit card:  Access  Amer  Eurocard  Diners  MasterCard  Visa

Card No. \_\_\_\_\_ Exp. date \_\_\_\_\_ Signature \_\_\_\_\_

Name \_\_\_\_\_ Address \_\_\_\_\_ City and Code \_\_\_\_\_ Country \_\_\_\_\_

Payment is by credit card only. All major cards accepted. (Please note that French residents may pay by check in French francs. We regret that checks in other currencies cannot be accepted.)

Please send me 1993 IHT Pocket Diaries. Price includes initials, packing and postage in Europe.

1 - 4 diaries 180 F.F. (U.S.\$33) each  
 5 - 9 diaries 170 F.F. (U.S.\$31) each  
 10-19 diaries 145 F.F. (U.S.\$26) each

Additional postage outside Europe 35 F.F. (U.S.\$6.50)  
 Check here for delivery outside Europe by registered or certified mail: 85 F.F. (U.S.\$16)

INITIALS \_\_\_\_\_

## Charter 77 Rights Unit Is Ceasing Operations

**PRAGUE** — Charter 77, the human rights group that helped end four decades of Communist rule, has ceased operations, the news agency CSTK reported. "Charter was an attempt to revive a civic society," it quoted Jiri Hajek, a co-founder, as saying. "Now it is necessary to proceed on a much broader basis."

Members held their final meeting Tuesday night. They issued a statement that said, "Charter 77, as an informal civic initiative, has completed its historical role." But the statement also appealed to signatories to continue "acting in accordance with the Charter's ideals." The movement was founded in January 1977 by Czechoslovakia's leading dissidents, including Vaclav Havel, the former president, and the philosopher Jan Patocka.

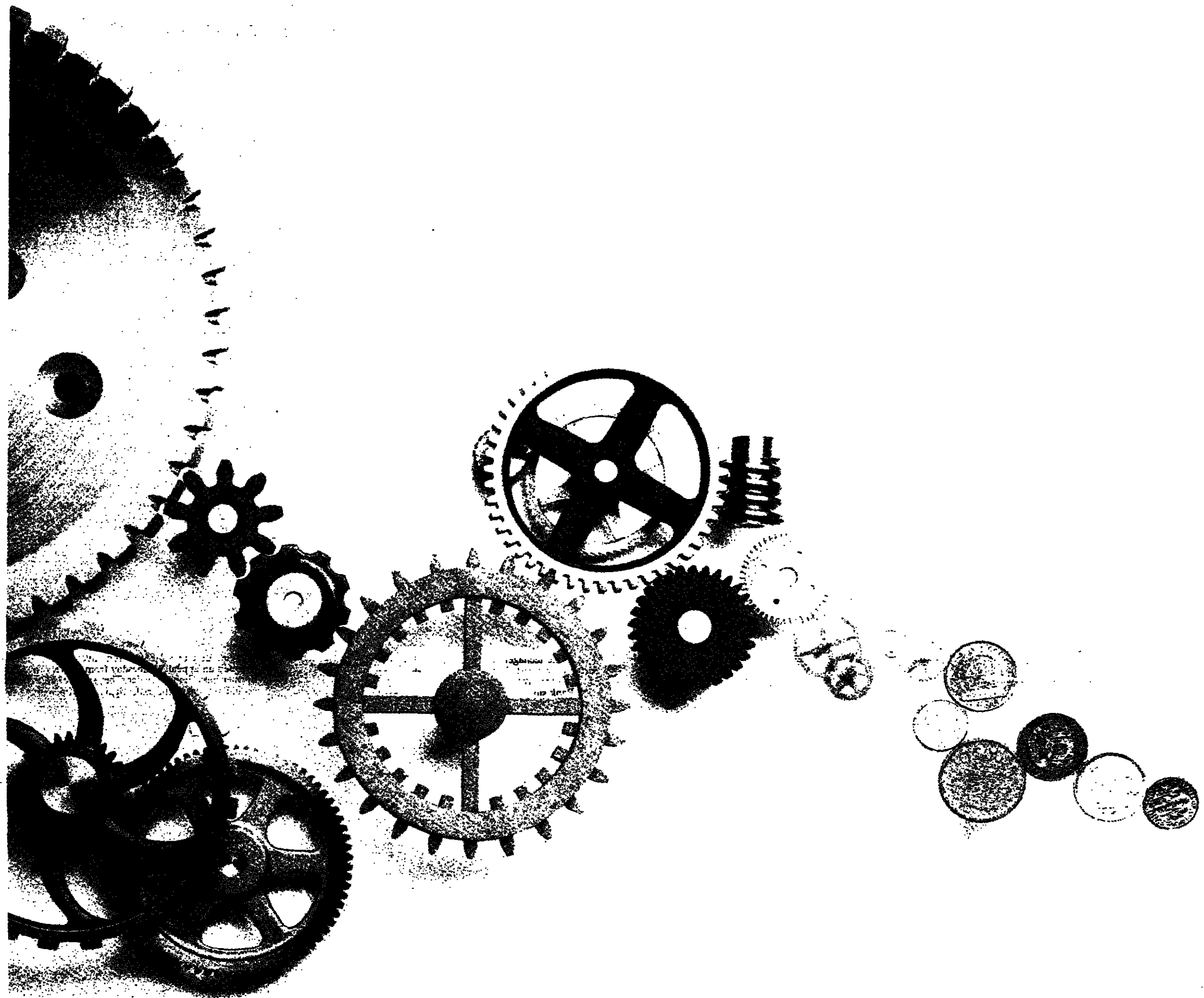
## Rawlings Takes Lead In Ghanaian Election

**ACCRA, Ghana** — Jerry Rawlings, the incumbent leader, has taken an early lead in Ghana's first free presidential election in 13 years, early returns showed on Wednesday.

With results from 77 of the West African country's 20 constituencies, the 45-year-old Rawlings, an air force pilot, had just over 50 percent of the vote to 35 percent for his closest rival, Albert Ninsin. The other three candidates had less than 10 percent each.



# UNIX\* BY BULL. BECAUSE WORKING TOGETHER SMOOTHLY GUARANTEES RESULTS.



To get your organisation in gear takes more than the best new technology. All your systems have to work together. Bull's UNIX\* systems based on Power RISC\* technology ensure virtually unlimited growth and provide access to an unprecedented wealth of applications. Moreover, they integrate with all your existing systems and improve communication all round. When people and departments work together more efficiently, the whole company benefits. How's that for a return on investment?

**Worldwide  
Information  
Systems**

## DISTRIBUTED COMPUTING MODEL. INVEST IN YOUR ENTERPRISE.



DDB NEEDHAM UNIX is a trademark of Unix Systems Laboratories, Inc. Power RISC is a trademark of International Business Machines Corporation.







OPINION

Clinton Saw Us, I Think, So for Now I Savor Hope

By Anna Quindlen

NEW YORK — For the last 15 years Barbara Walters has been hounded by the comment she made to Jimmy Carter in a pre-inaugural interview. "Be wise with us," she said. "Be good to us." The truth is that we all know what she meant, because most Americans, on one Tuesday in November or another, have felt at least a whiff of the same thing. It's called hope.

I could be cynical about the possibility of real change. I could talk about the enormous tasks ahead. But not right now.

Bill Clinton's name with hope, the first time I recall feeling that emotion since I cast my first vote for George McGovern in 1972. If ever a man has been tested for the presidency, it is this one, not in Vietnam or even in the trenches of long life, but in the court of public opinion. My polling place was choked with voters; even children wanted to stay up and hear the news. Everyone is eager to say that this is because the American people seized the day. And they did, fashioning a real contest from common sense, the Larry King talk show, the debates, the MacNeil/Lehrer Newshour, the pages of their newspapers, the "Today" show, endless dinner table discussions and concern for their children and their checkbooks.

In time there will be many postmortems of this election, but one thing they should all have in common is the admission that Bill Clinton ran the best Democratic campaign in recent memory, and George Bush the worst Republican one. The man who was inexorable vs. the man who didn't turn up, and then turned nasty.

History will record that the president turned in two lackluster debate performances and that when he got his campaign back on course with questions about higher taxes and misplaced trust, he derailed it himself by the sophomoric gaffe of calling his opponents "bozos" and comparing their expertise to that of his spamiel. They say it's not over till the fat lady sings; I say when the dogs tear their heads, it is time to bow—now out.

But ultimately Mr. Bush's greatest burden was his own first term. On the morning after Franklin Delano Roosevelt was elected president in 1932, the editorial page of The New York Times thundered: "The Republicans got what they richly deserved. During the past 12 years they have displayed that insensate pride which goeth before destruction. . . . Four years ago Republicans promised, under their benign guidance, an ever-ascending scale of prosperity, just before the worst and longest financial and industrial and agricultural disaster fell upon the land." And the editorial added, "There can be no mistaking the determination of the American electorate to order a change in their government and in its policies."

I am a working mother, a feminist and a reporter whose enduring interest has



been in the small moments of the lives of unsung people, the kind of people who only ride in limos when someone in the family dies. I thought George Bush was not interested in, not even aware of, most of those disparate parts of my life, whether vetoing the family leave bill, nominating Clarence Thomas or talking endlessly about a capital gains tax.

One night I saw Bill Clinton on the news say, "The hits that I took in this election are nothing compared to the hits the people of this state and this country have been taking for a long time." And I began to believe that growing

up struggling to make ends meet, learning to live with an alcoholic parent, losing the governor's office because of the hubris of the young and cocky, and taking the hits about infidelity, patriotism and moral spine that he had taken during this campaign might have taught him something about hard times.

30 More Springs of Silence And We Still Abuse Nature

By H. Patricia Hynes

CAMBRIDGE, Massachusetts — A letter to Rachel Carson began the research that led to the publication of "Silent Spring" 30 years ago this week. In the summer of 1957 the state of Massachusetts sprayed Plymouth County to kill mosquitoes breeding in marshes. The airplanes crisscrossed over Olga Owens Huckins's bird sanctuary near the marshes, killing insects, grasshoppers, bees and songbirds, as well as mosquitoes. Ms. Huckins described to state officials the broad-scale death she found.

MEANWHILE only to be assured that their tests showed that the spray used — DDT in fact — was entirely harmless. She sent an urgent inquiry to Ms. Carson asking who in Washington could help.

Rachel Carson felt that she had to speak out against the escalating use of pesticides. What was to be an article grew to book length. Four and a half years later, after reading thousands of technical reports, after detailed consultations with hundreds of American and European scientists, and after reading through a catalog of illnesses, she would submit the manuscript to her editor. The result was a densely documented, toughly argued, lyric indictment of pesticides. The pesticide industry is the progeny of World War II, and pesticide-based agriculture constitutes a virtual "peace-time war" on nature. The U.S. Agriculture Department functioned as the major federal promoter of chemical pesticides, with its own mass aerial-spraying campaigns.

More money is being invested in research on synthetic chemical insecticides than on naturally occurring biological controls because the former offer patent and profit opportunities that the latter do not.

Before 1945, about a dozen species were known to have developed resistance to pre-DDT insecticides. By 1960, as many as 137 species were resistant to the new organic pesticides because of more intensive and frequent spraying.

The "control of nature" is a phrase conceived in arrogance by people who believe that nature exists for their convenience. Our aim should be to work with nature, not to direct it by brute force.

Response to "Silent Spring" was charged. Protest from the agrochemical industry and the government swept the country. Ms. Carson was called a Luddite, a spinster, a nun of nature; and her work, good poetry but poor science.

But President John F. Kennedy's science advisory committee corroborated the book's findings. In an editorial, The New York Times proposed that Ms. Carson receive a Nobel prize, as had Paul Muller, the Swiss chemist who developed DDT as a pesticide.

Thirty years after its publication, "Silent Spring" is regarded as the cornerstone of the modern environmental movement. Yet, while the book has been heard and debated, it has not been heeded. At its most rigorous, the focus of pesticide regulation has been on the individual chemical, not on the model of industrial agriculture.

DDT was banned in the United States in 1972 as a consequence of public reaction to "Silent Spring." But 30 years later, nearly five times as many pesticides are manufactured for use in U.S. agriculture, forests and homes and for export as were in 1962. More than 440 insect species are now resistant to certain insecticides. In 1945, 7 percent of crops were destroyed by insects; in 1990, 13 percent. The Environmental Protection Agency has recently detected 74 different pesticides in the wells of 38 states.

Nearly 50 million pounds (22 million kilograms) of DDT have been manufactured each year and exported to foreign countries since the chemical was suspended in the United States. It then comes back into the country on fruits and vegetables, in what has been labeled a "circle of poison."

"Silent Spring" merits, on its 30th anniversary, a fresh reading to recast its singular contribution and to take up its unfinished business — an ecology-centered agriculture. Otherwise, it will have won a few battles against the war on nature, but not even a cease-fire.

The writer, author of "The Recurring Silent Spring," is adjunct professor of environmental policy at the Massachusetts Institute of Technology. She contributed this comment to The Baltimore Sun.

LETTERS TO THE EDITOR

How to Use British Coal

What to do with British coal? Use American technology and gasify it. Then use the desulfurized gas to run turbines to generate electricity. This would cut costs. The government should not be stopped by the NIH complex (Not Invented Here) from using this technology to the country's advantage.

Nor is there any reason why solar energy should not be in much wider use throughout the United Kingdom. In Sweden, at the same latitude as northern Scotland, solar is used for heating, as it should be in Britain.

J. HUMPHREY MILLAR, Venice, France.

A Notable Paris Diary

Regarding "Paris in 1940: The Day of the Big Scare" (Oct. 20) by Mary Blume: Herbert Lotman, author of "The Fall of Paris," is quoted as saying that no one has written a day-by-day account of

what happened in Paris during the German advance in May-June 1940. Has this author never read the definitive work, "The Collapse of the Third Republic," by the eminent scholar and historian William L. Shirer?

CARTER KOLODNY, Lohmsfeld, Germany.

Prosperity and Democracy

Regarding "Hong Kong Should Seize a Democratic Opportunity" (Opinion, Oct. 30) by George Hicks:

For 150 years, the Chinese people of Hong Kong have been provided a framework of law and order under the British colonial government which allowed them to work and make money without interference, and without democracy. Hong Kong has developed into one of the most prosperous communities the world has seen.

Now, Chris Patten, the new governor, says democracy is essential in pursuing

economic progress and maintaining the confidence of overseas investors. But looking around him, doesn't Mr. Patten wonder how all this prosperity got there without democracy?

Mr. Hicks is, I think, correct in saying that Beijing, if forced to choose between destroying Hong Kong's prosperity and allowing more democracy, would clamp down on democracy. China does not have a good record in taking care of its assets. For the sake of ideology, its intellectuals were hounded off to the rice fields during the Cultural Revolution, and many of its valuable foreign-trained students were sacrificed in the shootings around Tiananmen Square.

It is too late to talk about democracy in Hong Kong. The British should have thought of that in the past, and certainly before 1984, when they consigned the people of Hong Kong to the Beijing regime. Democracy for Hong Kong may play well in Britain, but it does not in Beijing. The best thing for the people of Hong

Kong is to continue as they have for the past 150 years, being hardworking and political. In time, we all hope, the Beijing leaders will find enlightenment.

K. W. EMERSON, Brussels.

Using Force in Somalia

We are, respectively, a citizen and a long-term resident of Somalia. We appreciate the role the international media are playing in exposing the vicious and self-seeking warlords there, as well as the efforts of the international community in feeding those Somalis who are suffering because of the fighting.

But we believe that two basic mistakes are being made in the international response. The first is to negotiate with the warlords. One cannot negotiate effectively with people who have no mandate for government and no principles except private gain. In any case, negotiation, especially involving compromise, is a

foreign concept to the likes of those who are frustrating relief efforts. The second mistake is the notion that a military solution is impractical. In our opinion, it is the only possibility. The weapons in the hands of the anarchists in Somalia may be intimidating to defenseless civilians, but they would be mere toys to well-equipped infantry with helicopter gunship support.

The disaster in Somalia is a home-made one, but it has been made much more horrible through the actions of the United States and the former Soviet Union in the days of superpower games in the Horn of Africa. This is where most of the guns originated. All the more reason for the continued involvement of those countries in cleaning up the mess they helped create.

We appeal to the international community to stop talking to the warlords and start military action. Allied with a military operation, a grain-for-guns exchange program might help. This sort of approach could allow politicians with

real support, and, let us hope, with decent principles, to re-emerge. But hurry. The existence of the people of Somalia is fragile at the best of times. In the current circumstances, most of them can have no longer than weeks to look forward to.

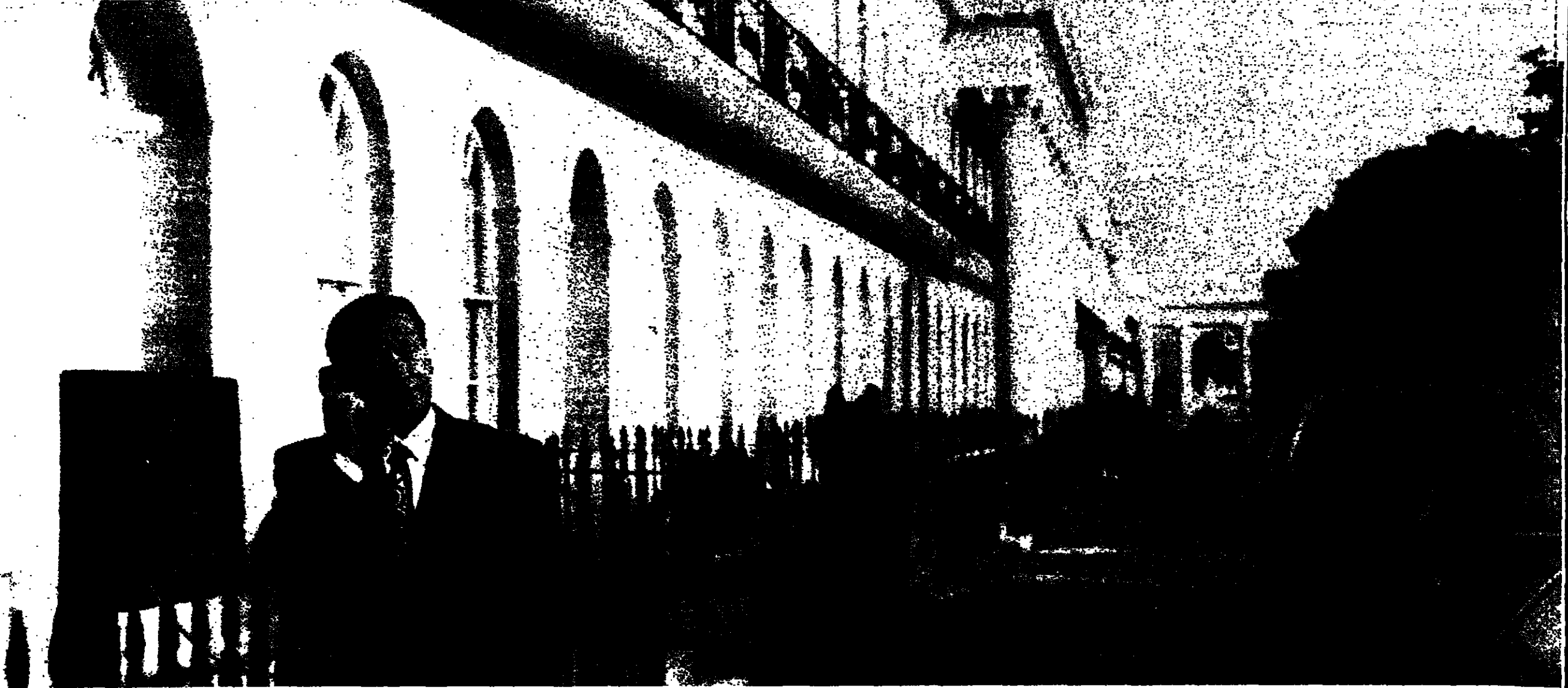
MOHAMED JAMA, Harare, Zimbabwe. ANDREW MacPHERSON, Guyra, Australia.

At Least Semi-Hemispheric

Regarding "In Worldly World Series, It's Toronto" (Oct. 26):

The fact that for the first time teams from two different North American countries have played the final series of the major league baseball still does not make it a World Series.

VICTOR CORZO, Basel, Switzerland.



If you want to put your business on the map, learn to phone back from almost any point on it.

When you're doing business in another country, a telephone can often be your best friend. Or your worst nightmare. Fortunately, if you need to call the U.S. quickly, you possess the two essentials.

Your AT&T Card. And the highly useful numbers at right. (You'll find even more on the back page.) With your card and with any of these AT&T USADirect® Service access numbers, you can call the U.S. easily.

Just bill it to your AT&T Card. Or call collect. Either way, you can take advantage of our competitive prices. And minimize hotel surcharges. You can also be more productive with lots of useful AT&T features like

Table with international phone numbers for AT&T USADirect Service: AUSTRIA 022-903-011, BELGIUM 078-11-0010, FRANCE 893-0011, GERMANY 8150-0010, IRELAND 1-800-550-0000, ITALY 072-1071, NETHERLANDS 080-922-9111, SPAIN 900-99-00-11, SWITZERLAND 155-00-11, UNITED KINGDOM 0800-89-0011

AT&T Message Service, the capability to reach 800 numbers in the U.S.® at will, and AT&T World Connect® Service from one country to another. It's really simple. Today almost anywhere your business may take

you, you've got the whole world right at your very fingertips. AT&T USADirect Service. Your Express Connection to AT&T Service.



Handwritten Arabic text: شكرا جزيلا



ADVERTISING SECTION

# Making Freedom Work Is the Number One Priority

Namibia differs from most other former colonies in Africa in one important respect: it became independent in the 1990s and not the 1960s. It was born into a different world from theirs, a world that had learned some lessons from Vietnam, Flower Power, Watergate, the Prague Spring, the oil crises, Afghanistan, Thatcherism and Gorbachev.

Namibia's present leaders sat through these events before they came to power and watched their fellow Africans stumble in confusion as the world turned upside down. There was no need for them to repeat any experiment. "In the two years since independence, we have nationalized no companies, and no

uplift our people." This kind of talk may come as a surprise to those who associate Namibia's ruling Swapo party with Marxism. "It is more perception than actuality," says Mr. Gurirab. "The socialist countries gave us guns, they gave medical attention to our fighters and they cared for our orphans. We

and members who were priests who did not believe in Marxism as well as all shades of opinion in between. Remember, too, that socialism attracted many who saw capitalism being brought here by the colonialists to benefit themselves to the detriment of our people.

"Because they were kept out of the capitalist system, some blacks saw it as being for whites only. Socialism was attractive because everything that capitalism was, socialism opposed. This idea continues to have appeal, and some believe that socialism is down but not yet out.

"Our free market economy therefore carries the burden of having to deliver the goods because if it fails,

But high government spending was a pattern established under South Africa during the freedom struggle and was sustained by massive budgetary aid from South Africa.

Deputy Finance Minister Rick Kukuri says: "We inherited 54,000 civil servants at independence and then employed another 10,000 who were mainly freedom fighters. But a reduction in the number of civil servants is in the cards.

"As for spending in general, our biggest single item is education. We have 60 percent illiteracy, and investors will not come here if people are illiterate. Government ministers did not get pay increases this year but civil servants did to help make up for the ridiculously low wages some were paid before."

"Democracy cannot flourish if we perpetuate our legacy of injustice and inequality," says Hidipo Hamutenya, minister of information and broadcasting. "We cannot allow the old injustices to continue as it could precipitate unrest or coups. We are therefore following the example of states such as Singapore, which invested in training and turned previously disadvantaged sections of the population into productive workers who pay taxes."

Mr. Gurirab says: "We welcome the new world order with its emphasis on pluralism, human rights and the tendency to put economics ahead of ideology. We strive to maintain these values ourselves, but it is not good enough for the West to look at our achievements and say, 'Well done, stay the course,' without appreciating the social costs of maintaining democracy.

"A fellow who is permanently unemployed and homeless is not impressed with the wonders of democracy. We must therefore try to give him a job and create some semblance of normal life as perceived by Westerners.

"So if our country is to be a model for our brothers in other African countries, we ask our friends who encourage us to continue to be generous. Our nation is only two years old, and our legs are still weak."

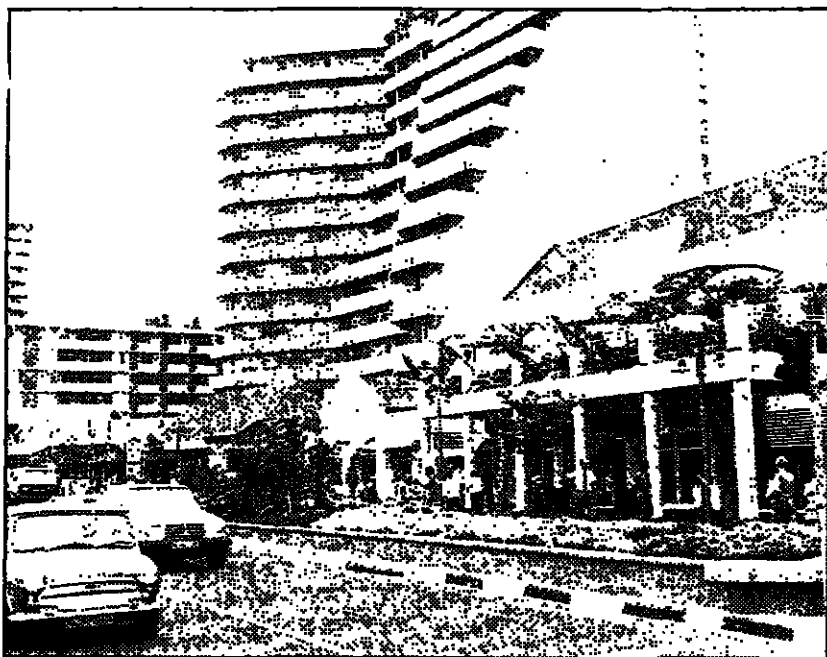
### Biggest single budget item is education

people will start to think of alternatives. Our leaders are under pressure to demonstrate that capitalism works."

The function of the Ministry of Foreign Affairs is consistent with these views. Mr. Gurirab says: "Diplomacy is now to do with economics. Our prime aim is to get into hearts and minds abroad to direct financial resources our way. We seek preferential trade agreements, loans on good terms and foreign trade financing. We seek others to invest in Namibia, trade with Namibian companies and enter into joint ventures with them."

Foreign aid currently accounts for 9 percent of total government revenues. In this regard, Mr. Gurirab says, "Aid has a part in our development but it is not a way out. We need aid for two years or so to help bridge us over the economic restructuring that must take place, and for drought relief. But given our strategic location and our national assets, Namibia can be self-supporting.

Some critics accuse the government of profligacy and point to government spending, which is equal to 56 percent of the gross domestic product, and a bloated civil service.



The modern architecture of Independence Avenue, Windhoek.

civil servants have lost their jobs," says Theo-Ben Gurirab, minister of foreign affairs. "People feel secure. The government has decided that the private sector in a market economy can by itself create the wealth to

could always count on them to vote on our side in world forums and could not have achieved freedom without their help.

"But Swapo is a mass movement; we had members who were Marxists

## Newly Opened Doors Welcome Foreign Investors

Former sanctions are now gone and Namibia enjoys tariff exemptions on its exports to the European Community under the Lomé Convention. The war is over, and investment opportunities that normally would have been snapped up years ago are now going begging. Namibia's oil and gas re-

During the South African administration, many normal business activities in Namibia were disrupted and promising investment opportunities were neglected. Namibian exporters were subject to the same international sanctions that were imposed on South Africa. Things have now changed.

Minister of Trade and Industry Ben Amathila says: "We believe Namibia can become an exporter of manufactured goods, and we welcome investment here by foreigners. We have established an investment center that serves as a one-stop facility for investors to help them get all the information they need."

There are attractive tax concessions for investors, and an investors' code has been passed into law that, among other things, protects investors against nationalization and guarantees their rights to remit dividends abroad.

"There are several good reasons for investing in Namibia," says Don Russell, past president of the Namibia Chamber of Commerce and Industries and chief executive of Swabou, the country's biggest building society.

"We have political stability and peace, something

that the South Africans in particular envy. We are well placed to serve markets in the region. And our access will be even better when the trans-Kalahari and trans-Caprivi highways are completed. When this happens, Johannesburg will be closer to Windhoek than it is to Cape Town. As a member of the Southern African Customs Union, our goods have duty-free access to markets in South Africa and other neighboring countries.

"We have an excellent infrastructure that is probably better than any other in Africa. We have good roads, a well-run railway system, our telephones and faxes work, we have adequate electricity and water supplies for industry, good airports, regular wide-body jet flights to the outside world and a good deep-water harbor at Walvis Bay. We also have a well-developed banking system."

Mr. Russell adds that Namibia

has a "hard" currency in that it is in the South African rand monetary area. Unlike many African currencies, the rand is not worthless against the traditional hard currencies, which means that imported items such as cameras, motor vehicles and liquor are freely available and are not prohibitively expensive.

Perhaps most important of all, he says, the Namibian government is committed to the free market. This principle is enshrined in the constitution, and the government appears keen to be seen as not interfering in the private sector. It was evident during a recent strike by workers in the diamond mines that the government did not take sides and played the role of facilitator to help the parties reach agreement.

There has been no nationalization of private assets, and the government has repeatedly stated that none is intended despite fears to the

contrary before independence.

The government's commitment to free-market principles is illustrated by the fact that it deregulated broadcasting this year to the extent that the industry is less regulated than its counterparts in most European countries. A privately owned, South African subscription television service has been the first to enter the market against the state-run Namibian Broadcasting Corporation.

The government has also not excluded the possibility of privatizing other parastatals it inherited from the South African administration, such as the post office, the telecommunications service and transport services.

They are at present being restructured to run on business, as opposed to bureaucratic, lines.

More exciting is the recent decision to establish free economic zones where businesses are not subject to the taxes, duties and regulations that apply elsewhere. One is planned for the town of Arandis near the harbor of Walvis Bay; another may be established near Windhoek's international airport.

## President's Promise: 'We Must Deliver'

"In our 30 year struggle for freedom in Namibia, we learned that the best way to solve problems is through cooperation with others," says President Sam Nujoma of Namibia.

"We were helped by many different peoples, including whites, in our fight for freedom, which happened to be against the system of apartheid. And we found that what is important is not the color of your skin but the contributions you make."

This is the president's response to comments that there is an astonishing degree of harmony in a country, whose peoples, until three years ago, were pitted against one another in a war of liberation. The spirit of good-will pervades even the higher levels

of the civil service where former enemies now work side by side. It says much for the desire from all sides to bury the past and work together for the common good.

"Namibia is a product of the international community," says Mr. Nujoma. "Many countries assisted us in many ways. For some it was the exercise of political power and the time and money it cost to attend the many sessions at the United Nations, where their votes to isolate South Africa helped bring about our emancipation.

"We owe them a debt of gratitude, and they must know that we do not always expect to be on the receiving end. Namibia must now develop its economy and uplift the living standards of its peoples. We need capital, technical expertise and help in educating and training our people.

"We look to the outside world for trade investment and cooperation at every level, but we will make sure that those who invest here will share in the benefits that flow from their investments. We have therefore decided to embrace a free-market economic system."

Before independence, Mr. Nujoma's Swapo movement was seen by many as being Marxist-oriented. Whatever Swapo's position was then, the president is adamant as to where the government stands now: "The world has changed dramatically, and we cannot walk backward while others are moving forward. We have achieved our freedom, and our people now expect us to deliver the economic goods. We need foreign investment and trade with other nations and are doing what is needed to promote it.

"Namibia cannot live in isolation," the president says. "No country, not even the most powerful, can live on its own. Even during an election year, President Bush of the United States took time to tour the Far East to try to attract investment to his country. If the United States needs foreign investment, just think what tiny Namibia needs."

Namibia is situated between two large neighbors, South Africa and

Angola, which are currently undergoing political upheaval. "We hope their problems will soon be resolved," says Mr. Nujoma. "I am optimistic that they will."

"Namibia must start learning to live with its neighbors. We want to participate fully in bodies such as the Organisation of African Unity and the Southern African Development Community. We want to help our neighbors solve their problems where we can because what happens in their countries affects us too. We also hope that they will come running with buckets of water to help us if our house catches fire, and we will do likewise. An important lesson about the drought that is afflicting our region is that it is hurting all countries here. So it has become a common struggle, and it will compel us to work together for the benefit of all our people."

The president has great hopes for economic cooperation in the region. He points to the Epupa hydroelectric project (a joint venture between Namibia and Angola is now under negotiation), new highways between Namibia and Central and Southern Africa and the good rail links that already exist.

He speaks of a vast electricity supply grid to link the entire region to the power station on Mozambique's giant Cahora Bassa dam, South Africa's developed electricity infrastructure and the enormous hydroelectricity potential of Zaire's Inka on the Congo River. "We could produce enough electricity to supply all the future needs of this region as well as those of West and East Africa," he says.

The president notes that several African countries have suffered economic setbacks through not having paid sufficient attention to agriculture, education, training and manpower development. On the question of cooperation with South Africa, he says: "South Africa has a strong economic base and a reservoir of trained manpower. All the countries in the region stand to gain through closer economic ties with South Africa once it has a united and non-racial government."

As for priorities within the country, Mr. Nujoma says: "We pay great attention to education, training, manpower development, health to provide adequate medical care for all our people and housing to provide better shelters for all our workers, because without them it is impossible to have economic development. That is why a high proportion of government expenditure will be devoted to these items for many years to come."



President Sam Nujoma.



Theo-Ben Gurirab, Minister of Foreign Affairs

## Diamonds Point the Way To Mineral Expansion

Namibia's mineral resources are the driving force in the economy and are likely to remain so for years to come. The output of mines last year was valued at 1.08 billion rand (\$385 million), some 20 percent of the gross domestic product.

In spite of this, the country's mineral resources are relatively unexplored. Until recently, this was due to uncertainty about Namibia's political future, but available evidence suggests that the country has a vast mineral wealth, and under the stable conditions brought about by the present government, interest in exploration is growing.

Natural gas and oil are attracting

### One of the world's top uranium producers

the most interest, and four foreign companies or consortiums have recently been awarded exploration licenses. There is at present no petroleum production in the country, but a field of natural gas, the Kudu field, has been found off the south coast, and prospects of finding oil and more gas look good.

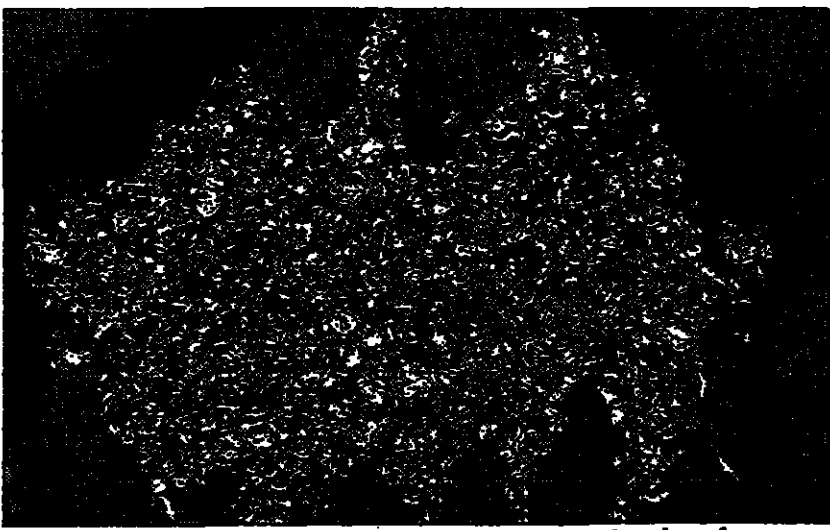
Andimba Toivo Ya Toivo, the mines and energy minister, says: "We are exploring ways of exploiting the Kudu gasfield. One alternative is to pipe the gas to South Africa,

where it could be used for power generation. Another is to put up a power station in Namibia to produce cheap electricity for an aluminum smelter.

"Such projects should be undertaken by the private sector. Our legislation is reasonable, and we offer attractive tax concessions. All we ask of investors is that they treat our workers as human beings and pay reasonable wages. There is no need to fear nationalization because it is not in the cards."

Last year, diamond mining, which is dominated by the De Beers operation CDM, accounted for 65 percent of total mining revenues and produced 1.2 million karats. At present, most of CDM's mining is conducted on the shores of Namibia's coast, but these reserves are expected to run out at the turn of the century. After that, the company is likely to shift its activities to offshore mining.

Short-term prospects for mining are not altogether encouraging. Economic conditions of industrialized nations are slack, and former East bloc countries are flooding markets



The Namibian government is organizing an international conference on mining investment in March 1993.

with minerals. These two factors affect both the volume output and the prices received by Namibian producers. Diamonds from peasant producers in Angola are also finding their way into markets.

Namibia is one of the world's lowest-cost producers of uranium, which comes from the Rössing mine operated by RTZ. Last year, it produced 2,500 tons of uranium oxide, which is about half its potential. It currently employs fewer than half of the 3,200 workers it employed in peak times.

Declining reserves and low prices have had a negative impact on the country's base metal mines, which produce copper, lead, zinc and tin. Tsumeb mine, one of the country's oldest, is expected to close within the

next few years. Some smaller mines have already closed but may reopen if commodity prices improve.

The Namibian government is organizing an international conference on mining investment from March 15 to 19, 1993. This will be a forum for potential investors to acquaint themselves with all aspects of mining opportunities in the country. Interest has been shown by major companies all over the world.

When the world economy picks up again and when the large stocks dumped on markets have been cleared, earnings by Namibia's mining industry should rise, and further exploration and new mining ventures will almost certainly be initiated.

Paradise



# Attraction of Wildlife, Desert and Chic Cafés

### Tourism in Namibia has more than recovered from the setback produced by uncertainty after independence in March 1990.

In the summer of 1988-89, regular tourists brought with them a depressing message: "Just one more time." This was to be their last holiday in Namibia, as they feared independence would make the country inaccessible, inhospitable and possibly dangerous.

"After independence, the tourism industry took a nosedive and hotel occupancy dropped to 25 percent," says Ntoko Bessinger, minister of wildlife conservation and tourism.

As a short-term measure, his ministry mounted a campaign to sell five- and seven-day packages to

With a total turnover of an estimated 360 million rand (5128 million) last year, three quarters of it from foreigners, tourism accounts for about 6.5 percent of the country's gross domestic product and is the third-biggest industry after mining and agriculture.

There are still beds to be filled, and there is room to increase the capacity to accommodate visitors. But the government is thinking carefully before allowing unrestricted exploitation of the country's outstanding tourist attractions. Most of the country's game parks are owned by the government, and decisions will have to be taken on whether and to what extent they should be privatized.

Mr. Bessinger accepts that privatized game farms and hunting lodges may be the best way to cater to well-heeled foreigners, but he insists that some facilities should always remain within the financial reach of the ordinary Namibian. These may have to remain in the hands of the state.

Namibia is for the most part a dry country with a finely balanced ecology that could be disturbed easily. Mr. Bessinger feels that care must therefore be taken to avoid damaging this national resource through overuse.

His ministry commissioned a survey by foreign experts on the optimal use of the country's tourism this year, and their finding will be an important input in a master plan for the industry. Apart from setting limits on the industry's size, the master plan will attempt to redefine the industry's target market.

Mr. Bessinger explains: "In the



The Fish River Canyon, one of many impressive tourist sights. Left, an echo of German architecture.



years before independence, Namibia was subject to the same economic sanctions as those against South Africa. She therefore relied mainly on South African tourists and catered mainly to their tastes. It is only now that we can begin to gear up our industry to cater to greater numbers of different kinds of tourist with different tastes.

"Tourism is the fastest-growing business in the world, and I believe we could more than quadruple the size of our local industry by the end of the decade if the environment could take it."

It is estimated that the tourist industry provides 10,000 jobs, 6,290 of

which are due to foreign tourism. Future growth is seen as coming almost exclusively from foreigners, who spend far more than the locals and also bring in hard currency. It has been calculated that one job will be created for every 10 additional foreign visitors.

A recent survey revealed that visitors from Europe spend the most during their stay in Namibia — an average of 3,360 rand per visitor, compared with 1,714 rand for British visitors and 791 for South Africans.

There is little doubt that tourism will be an attractive industry for foreign investors. The country's political peace and stability and the government's obvious desire to avoid doing what has scared tourists away from other Third World countries should ensure a steady market growth for some years to come.

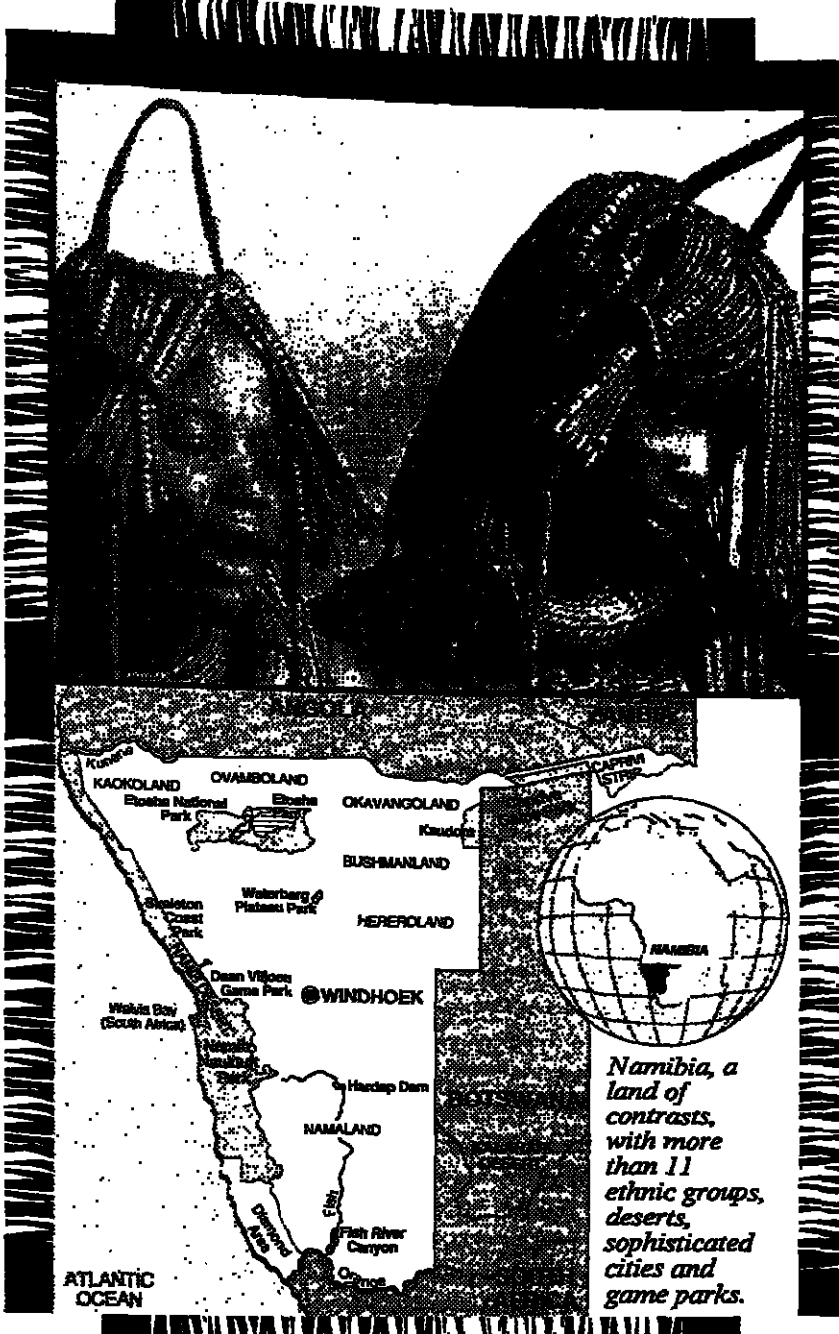
### 20 percent rise in tourism expected in 1992

South African travel agents. South Africans had previously accounted for about 70 percent of foreign tourists to Namibia, and Germans about 20 percent. The minister appeared on South African television to assure viewers that standards had not dropped and that their lives were probably safer in Namibia than in their own country.

South Africans started trickling back in the 1990-91 season. And their numbers were augmented by United Nations workers who returned to holiday in the country whose independence they had facilitated more than a year ago. The ministry established tourism promotion offices in Frankfurt and London. Air Namibia, the national airline, entered into a joint-venture promotion agreement with Germany's Lufthansa airline, and UTA of France opened a new route to Paris.

Mr. Bessinger also persuaded his cabinet colleagues to abolish visa requirements for visitors from 21 countries, mainly European, in order to facilitate access to Namibia and to allow for quickly planned holidays.

The strategy paid off. Some 213,000 foreign tourists visited the country in 1991, and the figure is expected to rise by 20 percent this year. In the best year before independence, only 130,000 came.



Namibia, a land of contrasts, with more than 11 ethnic groups, deserts, sophisticated cities and game parks.

## Paradise for the Adventurous

"Namibia is not just another country — it's another world," is the verdict of many first-time visitors.

Many factors combine to create this impression. Photographs in a recent issue of National Geographic Magazine showed a lion feeding on a beached killer whale on a rocky shore of Namibia's Skeleton Coast; a family of elephants trailing clouds of dust as they stampeded down the side of a giant dune toward a waterhole; and a closely bunched herd of long-necked giraffes, scarcely visible through a morning fog.

Even without witnessing such dramatic scenes, the visitor will be moved by the surreal desert that meets the shores of the Atlantic Ocean with its startling colors and enormous, wind-carved dunes and rock formations and by the dazzling array of plant life that includes the rare and bizarre "kokerboom" (quiver tree), the welwitschia desert plant, which lives to an age of two thousand years and the plump boabab tree.

There is also the stately architecture of the German colonial past; the ghost town where the desert sands have flooded the streets and crept through the doors and into the passageways of comfortable homes that were abandoned when the diamonds in the area ran out; and the chic, continental atmosphere of the sidewalk cafés in the main towns.

Other attractions include the seals that live in the shadow of rusting shipwrecks on remote beaches, the mysterious ancient rock engravings, the dinosaur tracks, the petrified forest, the giant meteor crater, the big sky and the wide open spaces of a country that is twice as big as Germany but has a population of less than a million and a half and is the home of lion, elephant, giraffe, rhino, buffalo, ostrich and countless species of deer.

Namibia's more important tourist attractions include:

- The coast: This has always been a favorite for anglers and those who simply want a seaside holiday. But the government is promoting other activities such as shark fishing, which to some people has become as exciting as big-game hunting. Conditions in some places are ideal for yachting and sailboarding, and an international sailing championship will be held there next year. Hot-air ballooning and dune skiing are other activities likely to be encouraged.

• The Namib Desert: Tourists are attracted to this region for its beauty and scientists for the many curiosities of its geology and plant and animal life.

• Fish River Canyon: This is one of the great natural wonders of Africa — a gigantic ravine, 160 kilometers long, up to 27 kilometers wide and in places almost 550 meters deep. A road along the edge reveals breathtaking vistas, but many hikers regard the 90 kilometer hiking trail along the bottom of the canyon as the challenge of a lifetime. It takes about four days to cover the distance, and those venturing the route must travel in parties of at least three and be in possession of medical certificates of fitness.

• Daan Viljoen Game Park: Situated in the mountains some 24 kilometers from the capital city, Windhoek, it is popular with visiting businesspeople who have limited time to taste the country's beauty. It is well-stocked with game.

• Caprivi: This northern strip of Namibia sticks into the heart of Central Africa like a dagger and was meant by the country's German rul-



The baobab tree, part of Namibia's floral opulence.

ers to be the link with other German colonies in East Africa. Wildlife abounds, and there is good tiger fishing in the rivers.

• Etosha National Park: Covering more than 22,000 square kilometers, Etosha is one of the greatest and most important game parks in the subcontinent.

## Fishing: An Endangered Industry Is Rescued

### When Namibia gained independence in 1990, its rich fishing grounds had been devastated by overfishing.

In that year, only 40,000 tons of pilchards and anchovies could be harvested from seas that had previously yielded as much as 1.6 million tons a year. Virtually no hake were taken where 350,000 to 400,000 tons a year had once been the norm. Only 100 tons of lobster were caught when the record year's figure was 13,000 tons.

Namibian waters had been plundered by fleets from countries such as Spain, the former Soviet Union, Portugal, South Africa, Romania and Bulgaria. And Namibia, a country that should have been one of the

International Commission for the Southeast Atlantic Fisheries continued to do so after the law was promulgated.

"They did not take us seriously. They did not believe we had the will or the means to protect our rights," says Mr. Schletwein. "We do not have a navy or a coast guard, but we used a helicopter to apprehend nine fishing vessels. In some cases, their crews have already been convicted and fined by our courts; and the vessels, their catch and all equipment on board have been confiscated."

### Tough quotas bring benefits

world's important fishing nations, entered independence with relatively little to catch, but more importantly, a determination that this situation would be changed.

Even in its present depleted state, fishing is the second-biggest export industry in the country after mining and is expected to contribute 446 million rand (\$139 million) to the gross domestic product this year. It has the potential to grow to more than three times this amount.

"The issue of overfishing was so important that the third law passed in Namibia after independence established the exclusive economic zone which forbids fishing within 200 nautical miles of our coast without permission," says Calle Schletwein, permanent secretary in the Ministry of Fisheries and Marine Resources at that time.

But some fishing fleets that had previously operated with impunity in the area under the lax control of the

The second important development was the approval by the government of a policy document on the development of the fisheries industry. It envisages almost exclusive participation by the private sector in a way that brings maximum benefit to the Namibian economy.

There are thus very attractive opportunities for investors wishing to establish fishing fleets or fish processing facilities in Namibia. The investment needed runs into hundreds of millions of dollars. The prospects are particularly good for companies wanting to set up plants to produce frozen whitefish.

The immediate aim of the government's policy is to allow the nation's fish resources to regenerate. It is achieving this through restrictions on the allowable catch by fishing fleets. As numbers of fish increase, so will quotas to the industry.

This policy is working, and with due caution, it has already been possible, lobster being the exception, to gradually increase quotas for stocks such as hake and pilchard.



Fish caught off the Namibian coast are washed before being prepared for export.

it is expected that by the end of the decade, the point of the maximum sustainable yield will be reached. Quotas will not be raised any further, for to do so would be to allow fish stocks to be depleted more quickly than they can be replaced.

"Our quotas are tough now, but they are good in the long term because the less we fish now, the sooner our resources will reach their maximum exploitable level," says Mr. Schletwein. "Another long-term benefit is that quotas will ensure a fairly constant supply of fish, which will enable the industry to plan its investments with more certainty."

Fishing quotas will be issued primarily to Namibian vessels, and the operators of such vessels will not be able to sell their quotas to foreigners.

Before independence, most of the fish caught off Namibia was processed at sea in foreign-owned factory ships. Government policy now aims at encouraging shore-based processing plants that employ locals.

In the past, fishing fleets in possession of fishing quotas had financial links with processing plants. This will not be allowed in the future, which means that the factories will be able to purchase fish from whom they please and that market forces will determine prices.

"At present, the industry employs 6,000 people, but it has the potential to employ about 20,000," says Mr. Schletwein. "We estimate that about 30,000 foreigners were given employment by the overfishing of our waters before independence."

Per capita consumption of fish in Namibia is low, and this means that the local market has growth potential. Under the Lomé Convention, the country is entitled to export fish to the European Community duty free, which virtually assures operators of a market for all that they can catch and process.

There are also opportunities to add value to traditional catches. For example, Namibian canned pilchards were once sold cheaply and formed an important part of

the diet of mine laborers in Southern Africa. With different methods, preparation and packaging, they would be regarded as delicacies in Europe and command far higher prices.

On the question of conservation, Namibia has a seal population of 750,000, equal to about half its human population. The seals consume an estimated 1.5 million tons of fish a year, which is far more than the commercial fishing fleet will catch when it reaches full capacity. Approximately 42,000 seals are culled every year to keep the population in check.

Mr. Schletwein, who is qualified as an ecologist, says: "When you take responsibility for a resource, you also inherit the conservation aspect, and we can make no distinction between the forms of marine life."

The seals themselves are a valuable resource, and no part of the carcass is wasted. There is a resurgence in demand for seal pelts, seal oil fetches good prices and the rest of the carcass is sold as fishmeal.

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. • It was written by Curt von Keyserlingk, a special writer for the Nationale Pers group in Johannesburg. • It was sponsored by the Government of Namibia.

## Namibian Missions Abroad



**ADDIS ABABA, ETHIOPIA (OAU)**  
Higher 17, Kibed 18, House No. 002  
P.O. Box 1443 - ADDIS ABABA  
Tel: 611-966812-025 - Fax: 612-677

**BONN, GERMANY**  
Koppenhagen Strasse 25 a - 3301, BONN 2  
Tel: 359091/9495 - Fax: 339051

**BRUSSELS, BELGIUM (EEC)**  
Avenue de Trarzen 654 - B-1150 BRUSSELS  
Tel: 771-14-10 - Fax: 771-96-89

**HAVANA, CUBA**  
5th Avenue 4406, Between Str. 44-46  
MIRAMAR - HAVANA  
Tel: 537-351-4278/9 - Fax: 537-333-152

**LAGOS, NIGERIA**  
PMB 80015, Victoria Island - LAGOS  
Tel: 619-323 - Fax: 619-323 - Tel: 309526260 EKOHTEL

**LUSAKA, ZAMBIA**  
6608 Kabungwe Rd Addis Ababa Drive  
Rhodes Park (P.O. Box - 30577) - LUSAKA  
Tel: 252250 - Fax: 252997

**LONDON, UNITED KINGDOM**  
34 South Molton Street (Temp) - LONDON - W1P 2BP  
Tel: 71-408-2353 - Fax: 71-409-7306

**LUANDA, ANGOLA**  
Rua Rei Kwayavala 6 - P.O. Box 953 - LUANDA  
Tel/Fax: 339234

**MOSCOW, RUSSIAN FEDERATION**  
2nd Kozlovsky Lane - House No. 7 - MOSCOW  
Tel: 230-0113 - Fax: 230-2274

**PARIS, FRANCE**  
32, rue de Valenciennes - 75005 PARIS  
Tel: 42-94-60-61 - Fax: 42-94-60-73

**STOCKHOLM, SWEDEN**  
Lenningsgatan 66-68 - 11122 STOCKHOLM  
P.O. Box 26042 - S-10031 STOCKHOLM - SWEDEN  
Tel: 612-7788 - Fax: 612-6655

**UNITED NATIONS, NEW YORK**  
135 East 36 Street - NEW YORK  
Tel: (212) 685-2003 - Fax: (212) 685-1561

**WASHINGTON, USA**  
1815 New Hampshire Ave. NW  
WASHINGTON, D.C. 20030  
Tel: (202) 986-0540 - Fax: (202) 986-0543

**MINISTRY OF FOREIGN AFFAIRS**  
Private Bag 13347 - WINDHOEK - Republic of Namibia  
Tel: 282-2152 - Fax: 22-3937

**INVESTMENT CENTRE**  
(Ministry of Trade & Industry)  
Private Bag 13340 - WINDHOEK - Republic of Namibia  
Tel: 289-3411 - Fax: 22-0278

**NAMIBIA VERKEERSBURO**  
Postfach 2041 W6381  
BAD HOMBURG - D4 Amstutz 3  
Tel: 406650 - Fax: 406690

A Trade & Promotion Office will be opened soon in Kuala Lumpur, Malaysia.







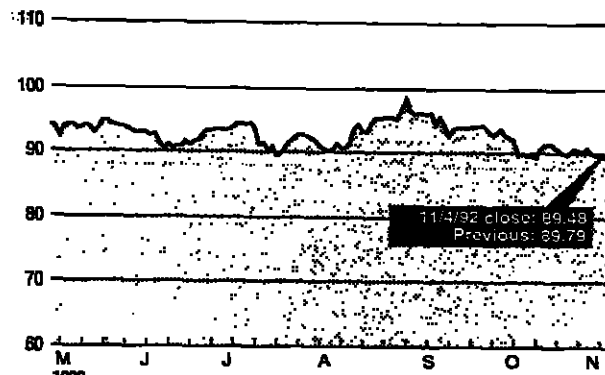
# BUSINESS

International Herald Tribune, Thursday, November 5, 1992



## THE TRIB INDEX: 89.48

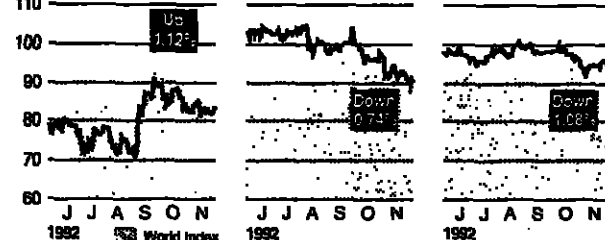
International Herald Tribune World Stock Index, composed of 230 internationally investible stocks from 20 countries, compiled by Bloomberg Business News, Jan. 1, 1992 = 100.



The index tracks U.S. dollar values of stocks in: Tokyo, New York, London, and Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Italy, Netherlands, New Zealand, Norway, Singapore, Spain, Sweden and Switzerland. In the case of Tokyo, New York and London, the index is composed of the 20 top issues in terms of market capitalization. In the remaining 17 countries, the ten top stocks are tracked.

### Asia/Pacific Europe N. America

Approx. weighting: 25% Approx. weighting: 47% Approx. weighting: 28%



### Industrial Sectors

Sector	Nov. 4	Prev. Close	% Change	Sector	Nov. 4	Prev. Close	% Change
Energy	90.43	91.51	-1.16	Capital Goods	69.88	69.88	Unch.
Utilities	86.46	85.81	+0.76	Raw Materials	91.30	91.88	-0.32
Finance	82.02	81.59	+0.53	Consumer Goods	91.55	92.63	-1.17
Services	96.19	96.48	-0.30	Miscellaneous	99.24	99.36	-0.12

For readers desiring more information about the International Herald Tribune World Stock Index, a booklet is available free of charge by writing to: Trib Index, 181 Avenue Charles de Gaulle, 92821 Neuilly Cedex, France

© International Herald Tribune

## INTERNATIONAL MANAGER

### U.S. Job Machine Begins To Show Signs of Revival

By Steve Lohr  
New York Times Service

NEW YORK — The entrepreneurial urge is stirring again in John Wyatt, the 47-year-old computer expert founded his first business two decades ago, has since worked for a handful of companies large and small and now thinks the time is ripe for another start-up.

So with a promising product, two colleagues and cluttered office space above his garage in Chapel Hill, North Carolina, he has founded a computer-software company, Easy Entry Software.

The U.S. economy may still be limping along. But Mr. Wyatt, along with others in the high-tech hub of Raleigh, Durham and Chapel Hill, known as the Research Triangle, senses that a steady diet of low interest rates has begun to quicken business activity.

"This may be the ideal time to get positioned to ride the next wave," he said. Across the United States, more entrepreneurs are taking the same gamble. And that is an early indication that the climate is at last warming for small business in America, helped by banks that are gradually starting to lend again as interest rates decline and bad-loan problems ease.

Dun & Bradstreet reported recently that in the first half of this year, the number of new businesses incorporated in the United States rose 7 percent, after declining for five straight years. "That turnaround is a significant development," said Joseph Duncan, chief economist of Dun & Bradstreet Corp.

The pickup in new business activity is especially encouraging because it is the first step in the economic food chain of job creation. Jobs have been scarce in this sluggish economy, with big companies slashing payrolls and small companies not growing, in fact, the steady trend of cuts by Fortune 500 companies, dropping 3.7 million workers, to under 12 million by the end of last year, seems sure to continue and perhaps accelerate.

The place to watch for signs that the American job machine is starting to work again, economists agree, is in the smaller companies. Small businesses — defined as everything from one-person start-ups to 500-worker companies — generate two-thirds of all new jobs in the United States, as well as half the U.S. economic output.

The Bureau of Labor Statistics estimates that in August and See ENTREPRENEURS, Page 17

The climate is at last warming for small business in America.

## German Gloom Deepens Unemployment Rises in Western States

By Brandon Mitchener  
International Herald Tribune

FRANKFURT — Unemployment in Western Germany rose in October for the first time since 1984, and the number of workers on short-time shifts jumped 60 percent, the Federal Labor Office said Wednesday, the latest evidence of a dramatic turn for the worse in the German economy.

The data, which were much worse than had been expected, were reinforced by an announcement that MAN AG, one of the biggest companies in Germany, planned to cut its work force by 7 percent in the year ending June 30. (Page 17)

The rise in unemployment also bodes ill for Bonn, where lawmakers this week are struggling to stabilize income from an unexpectedly sluggish economy. The double blow of higher expenditures in the East and lower income from taxes in the West means the German budget is "a few billion Deutsche marks" unbalanced, said Finance Minister Theo Waigel said this week.

"How to finance the reconstruction of Eastern Germany at the same time the Western German economy is shrinking gets harder and harder to say," said Peter Fliegel, an analyst at Berwin, a Munich brokerage. "Many think, but are reluctant to say out loud, that we are already in a recession."

Frankfurt stocks slid Wednesday in reaction to the gloomy news, with the DAX index falling 1 percent, or 12.31 points, to end at 1,472.69 points. The European component of the International Herald Tribune World Stock Index eased 0.74 percent, while the overall Trib Index was down 0.35 percent.

Many analysts had expected a smaller rise in West German joblessness, which usually declines

in October for seasonal reasons. On the other hand, some said they were not surprised to see the unemployment figures rise, given that layoffs had become a regular feature of the highly new, and corporate and consumer confidence fell daily.

Heinrich Franke, president of the Federal Labor Office in Nuremberg, summarized the situation by saying, "The economic outlook is gloomier." The opinion is shared by many economists. Deutsche Bank Research this week said it expected four consecutive quarters of slowing economic growth before a "gradual recovery" in Germany beginning in the spring.

Unemployment in Western Germany, adjusted for seasonal factors, swelled by 43,000 in October, to 1.82 million people. That brought the unemployment rate to 6.7 percent, from 6.5 percent in September. The jobless rate in Austria, which also reported new statistics, rose to 5.8 percent in October, from 5.0 percent in September.

MAN, the German engineering and capital-goods conglomerate that is being pinched by lax demand, said Wednesday it will have eliminated 4,500 employees by next July.

In addition, the number of open positions recorded by the federal jobs agency, which holds a monopoly on referrals, fell 5.8 percent in October, according to Mr. Franke, who added that "more and more referrals regard part-time positions."

Joblessness in Eastern Germany fell 13,300 in the month, leaving the unemployment rate for the region little changed at 13.9 percent, compared with 14.1 percent in September. In Eastern Germany

See GLOOM, Page 16

## U.S. Orders For Factory Goods Rise 1.1 Percent

Compiled by Our Staff From Dispatches

WASHINGTON — Factory orders for U.S. manufactured goods increased in September for the first time in three months, the government said Wednesday, but analysts said the advance was too anemic to generate many new jobs.

"Growth is so slow, it's not enough to promote any kind of job growth," said Evelina M. Tainer of Prime Economic Consulting, a Chicago forecasting service, referring to the rise in orders.

"It really doesn't change our view of the recovery," said Cynthia Latta, an economist with DRJ McGraw-Hill, a Lexington, Massachusetts, forecasting firm. "Things still look pretty flat this fall."

The Commerce Department report showed orders for durable and nondurable goods rose 1.1 percent to a seasonally adjusted \$239.4 billion, from \$236.9 billion in August. Separately, the Federal Reserve reported that economic activity was increasing at a slow and uneven pace across much of the United States last month.

In its latest survey of regional economic conditions, the so-called Tan Book, the central bank said that "the manufacturing sector apparently has lost some momentum in much of the nation." But balancing that, it said, were improved housing sales and construction, and growth in retail sales.

Also on Wednesday, automakers reported U.S. sales of North American-made cars rose to an annual rate of 6.6 million in late October, from 6.3 million in mid-October and 6.1 million in the year-earlier period.

The 1.1 percent rise in orders for manufactured goods was the largest since a 2.4 percent increase in June. But it followed losses of 2.2 percent in August and 0.9 percent in July. The August figure was revised from the department's initial estimate of a 1.9 percent decline.

Ms. Tainer of Prime Economic Consulting noted that unfilled orders fell 1.2 percent in September, to \$475.9 billion. It was the 13th straight decline and left the backlog at its lowest level since \$471.9 billion in December 1988.

That meant there would be little See ORDERS, Page 16

NEW YORK — A Bill Clinton presidential stock portfolio should be loaded with shares of construction, environmental and health-maintenance organizations, analysts say. It also might include some high-tech companies. And, if its manager were so inclined, it would sell drug shares short.

Analysts' choices for stocks that will fly under Mr. Clinton seem obvious. They are the ones that should benefit from plans to build roads, to crack down on environmental rules, to help U.S. companies compete and to reduce health-care costs. Mr. Clinton said he would not bolster HMOs, which are supposed to reduce costs, in his effort at health-care reform, but analysts say he might try to curb drug manufacturers' prices.

"The two clear winners are HMOs and construction-type companies," said Roseanne Cohn, economist at First Boston.

Analysis says Mr. Clinton's highway-and-bridge program especially will benefit Caterpillar Inc., the country's biggest maker of earth-moving equipment. Thomas Gallagher, an equity research analyst for Shearson Lehman Brothers, said Ingersoll-Rand, another maker of earth-moving and construction equipment, will be helped too.

Mr. Gallagher also recommends CBI Industries, a contracting company, as well as three steelmakers: Birmingham, Oregon Steel and USX Corp./U.S. Steel Group Inc.

First Boston recommends Cummins Engine, which makes diesel engines and parts for heavy-duty trucks," he said. Indeed, fears of Clinton administration policies sent drug stocks down sharply Wednesday. (Page 16)

But Martin Saxe of M.D. Saxe Investors in New York would buy Merck and Pfizer, he said, because "these are two companies that aren't dependent on pricing ability but on new product introductions" — and both have plenty of new drugs in the pipeline, he added.

Intel, Motorola, Texas Instruments and Dallas Semiconductor could do well if Mr. Clinton pushes for special tax treatment for some high-tech industries, said First Boston's investment strategist, Rama Krishna.

Bill D'Alonzo, manager of the Brandywine stock mutual fund in Wilmington, Delaware, figures a stronger economy will mean more business for already booming computer-networking companies such as Cabletron Systems. He also favors Marshall Industries, a Los Angeles-based distributor of electronic parts.

All stocks might be wise choices under Mr. Clinton, according to research by Jeremy Siegel, professor of finance at the Wharton School of the University of Pennsylvania. Since World War II, he said, the average return for stocks under Democrat administrations was about 15 percent. Under Republicans it was about 11 percent. (Bloomberg, LAT)

## AT&T to Pay \$4 Billion For Cellular Phone Stake

Compiled by Our Staff From Dispatches

NEW YORK — American Telephone & Telegraph Co. said Wednesday that it was negotiating to buy one-third of McCaw Cellular Communications Inc., the largest U.S. cellular-phone operator, for \$3.8 billion. AT&T said it may eventually buy control.

The move would give the largest long-distance phone company in the United States a big stake in the fast-growing cellular phone market, an area in which it has no presence except for selling equipment.

Under the alliance, McCaw's cellular service would be marketed under the AT&T brand name in North America. McCaw, which offers cellular service in more than 100 U.S. cities, now sells its service under the Cellular One brand.

The deal would be the second-largest ever for AT&T, following its purchase last year of the computer maker NCR Corp. for \$7.4 billion. It would substantially boost AT&T's presence in wireless communications.

AT&T already provides a wireless text-messaging service for portable computers. It also owns part of a small company called EO Inc. that makes wireless "personal communicators" that will link up with cellular systems.

The deal also would put AT&T in direct competition with the seven regional "Baby Bell" phone companies, the local phone operators that were part of AT&T until the 1984 breakup of the Bell System. These companies operate cellular service in most major cities.

McCaw Cellular has annual revenue of about \$1.5 billion. New York-based AT&T posted 1991 revenue of more than \$63 billion.

AT&T would buy the bulk of the McCaw shares from British Telecommunications PLC. British Telecom owns a 22 percent stake in McCaw, for which AT&T would pay it \$1.8 billion.

The rest of the 33 percent stake AT&T would take in McCaw would come in the form of 47 million new McCaw shares that will be issued by the Kirkland, Washington-based company. These shares would cost AT&T \$42 a share, or about \$2 billion.

Altogether, AT&T will pay an average of \$45 a share for the 33 percent stake. McCaw Cellular has 182.6 million shares outstanding.

Trading in both companies' shares was halted before the announcement and didn't resume. In earlier trading, shares of McCaw

were up \$2.125 to \$26.75, while shares of AT&T were down 62.5 cents to \$42.75.

"McCaw and AT&T are natural allies," said Craig O. McCaw, chief executive of the company founded by his father.

His company would gain a huge chunk of cash through the deal that it plans to use to pay down substantial debt.

Mr. McCaw, who has voting control over the company, would retain that power at first. But AT&T would have the option to buy voting control of the company.

AT&T would pay \$100 million up front for this option. If it exercised this option within one to seven years after the deal is signed, it would pay an additional \$600 million plus interest on that amount for the controlling McCaw shares.

The companies noted that wireless communications is the fastest-growing segment of the telecommunications industry, expanding at 30 percent to 40 percent per year.

The alliance will "stimulate more growth in our long-distance business and propel us into the fastest-growing segment of our industry," said Robert E. Allen, AT&T chairman and chief executive. (AP, Bloomberg, LAT)

## Markets Wait to See A Clue From Clinton

By Carl Gewirtz  
International Herald Tribune

PARIS — Financial markets, which spent the past two weeks anticipating Bill Clinton's victory, showed little interest Wednesday in the news that he had been elected president as they turned to domestic concerns. "Markets are rational," observed Rimmer de Vries at J.P. Morgan in New York. "The outcome was anticipated. But markets now have no direction about what will happen, and that won't become clear until the president names his economic team."

Another source of uncertainty noted by both Mr. De Vries and John Lipsky at Salomon Brothers was the fact that Mr. Clinton won with only 43 percent of the votes cast.

"The result of the vote produced perhaps an even less certain mandate for policy change than expected," Mr. Lipsky said. "It's possible to presume that between Mr. Clinton and Ross Perot the majority endorsed higher taxes. Through the vote for George Bush and Mr. Perot the majority endorsed spending reductions. And all three candidates endorsed the notion that the federal deficit should be reduced."

"So even though there is a certainly a focus on the need for improving the economy it's hard to presume there was an endorsement of a policy of pump-priming at any cost and by any method," Mr. Lipsky said.

On the foreign-exchange market, the dollar rose somewhat on the day, finishing at \$1.5690 in New York, but analysts said they expected no major advance until the personalities and policies of the new administration became known.

The dollar was supported by rumors that a coup in Moscow had overthrown President Boris N. Yeltsin. Traders cautioned that events in Russia could catapult the dollar upward even before the new U.S. administration defines its policies.

On the other hand, there is concern that the dollar could retreat, back to 1.50 DM, if the October U.S. labor report to be issued Friday prompts the Federal Reserve to again lower short-term interest rates.

However, over the long haul, most analysts remain convinced that the dollar will be buoyed as recession in Germany forces the Bundesbank to lower its interest rates during the coming year.

"We're not about to see an explosive rise in the dollar," said David See DOLLAR, Page 16

## Minorco Buys BP Stake In Big Australian Mine

Compiled by Our Staff From Dispatches

LONDON — British Petroleum Co. said Wednesday that it was selling its 49 percent share of a huge Australian copper and uranium mine for \$450 million to Luxembourg-based Minorco SA.

BP, suffering from strong pressure on its profits, is keen to raise cash by selling nonoil assets while Minorco, formed in its bid for Consolidated Gold Fields three years ago, has been seeking a major mining acquisition.

The cash deal for the Olympic Dam mine in South Australia is expected to close early next year after gaining regulatory approval in Australia and South Africa, BP said.

The remaining 51 percent of the

mine, which contains some of the world's largest copper, uranium, gold and silver deposits, is owned by a subsidiary of Western Mining Corp. Holdings, of Australia.

Luxembourg-based Minorco is to take over BP's obligations for funding Western Mining's share of future capital spending and loans that BP previously made to the mine, which also produces gold and silver, as part of its strategy to concentrate on its core energy businesses. The British oil major is reorganizing because of troubles due to weak oil prices and its petrochemical operations.

BP is to report its third-quarter earnings on Thursday, and analysts expect a drop of between 13 percent and 43 percent from the \$1.56 million (\$242.4 million) posted for the year-ago quarter on a historic-cost basis. Analysts also expect BP to cut its third-quarter dividend in half, to 2.1 pence a share. BP's stock dropped 9 pence to close at 222 pence a share on Wednesday.

Minorco, for its part, has been searching for mining investments after failing in its bid for Gold Fields. Minorco sold the stake it had acquired to Hanson PLC, whose bid for Gold Fields succeeded.

Minorco is about 60 percent owned by two South African mining companies, Anglo-American Corp. and De Beers Consolidated Mines Ltd., both controlled by the Oppenheimer family of Johannesburg. The Olympic Dam mine was discovered in 1975. BP and Western Mining set up their venture to run it in 1979. (AP, Reuters, Bloomberg)

## CURRENCY & INTEREST RATES

Cross Rates	Nov. 4
Australian dollar	1.25 1.25
British pound	1.60 1.60
Canadian dollar	1.25 1.25
Deutsche mark	1.50 1.50
French franc	166.67 166.67
Italian lira	2036.36 2036.36
Japanese yen	160.94 160.94
Swiss franc	1.48 1.48
U.S. dollar	1.00 1.00

Changes in Amsterdam, London, New York and Zurich, italics in other centers; Toronto refers to 24-hour rates. To buy one pound, 10 U.S. dollars; 100 U.S. dollars; 100 U.S. dollars; 100 U.S. dollars.

Other Dollar Values	Nov. 4
Canadian dollar	0.75 0.75
Deutsche mark	1.50 1.50
French franc	166.67 166.67
Italian lira	2036.36 2036.36
Japanese yen	160.94 160.94
Swiss franc	1.48 1.48
U.S. dollar	1.00 1.00

Forward Rates	Nov. 4
30-day	1.25 1.25
60-day	1.25 1.25
90-day	1.25 1.25
180-day	1.25 1.25
360-day	1.25 1.25

Eurocurrency Deposits	Nov. 4
1-month	3 1/2 - 4
3-month	3 3/4 - 4 1/4
6-month	3 3/4 - 4 1/4
1-year	3 3/4 - 4 1/4

Source: Reuters, London. Rates available to interbank clients of \$1 million minimum (or equivalent).

Key Money Rates	Nov. 4
3-month Treasury bill	7 1/2
6-month Treasury bill	7 1/2
9-month Treasury bill	7 1/2
1-year Treasury bill	7 1/2
3-month Treasury note	7 1/2
6-month Treasury note	7 1/2
9-month Treasury note	7 1/2
1-year Treasury note	7 1/2
3-month Treasury bond	7 1/2
6-month Treasury bond	7 1/2
9-month Treasury bond	7 1/2
1-year Treasury bond	7 1/2

Interest Rates	Nov. 4
3-month Treasury bill	7 1/2
6-month Treasury bill	7 1/2
9-month Treasury bill	7 1/2
1-year Treasury bill	7 1/2
3-month Treasury note	7 1/2
6-month Treasury note	7 1/2
9-month Treasury note	7 1/2
1-year Treasury note	7 1/2
3-month Treasury bond	7 1/2
6-month Treasury bond	7 1/2
9-month Treasury bond	7 1/2
1-year Treasury bond	7 1/2

The Admiral's Cup — simply one of the most distinctive and elegant sports watches in the world.

**CORUM**  
Maitres Artisans d'Horlogerie  
SUISSE

Admiral's Cup with enamelled nautical pennants marking the hours. Registered model. For a brochure write to Corum, 2301 La Chaux-de-Fonds, Switzerland.

Rare Coin Investments PLC is the only public company in the UK that specialises solely in coins. We assemble high-profit, low-risk collections of top quality gold and silver antiques, coins for investors with £2,000 and upwards to commit.

ALL PROFITS FROM COIN INVESTMENTS ARE ABSOLUTELY FREE OF CAPITAL GAINS TAX

FIND OUT MORE ABOUT A RARE COINS INVESTMENT PORTFOLIO TODAY!

Ring U.K. (0) 628 776907 (24hrs)

Just fill in the coupon put it in an envelope and send it to us today. Use the FREEPOST address - RARE COIN INVESTMENTS PLC, FREEPOST (825), MAIDENHEAD, BERKSHIRE SL6 2BY. I am interested in a Rare Coin Investment Portfolio valued at £2000 or more.

Name: Mr/Ms/Ms. \_\_\_\_\_  
Home Tel: \_\_\_\_\_ Work Tel: \_\_\_\_\_  
Address: \_\_\_\_\_

Rare Coin Investments PLC  
MAKING MONEY OUT OF MONEY

**SOURAKIA**  
is a London based Arabic magazine run by Ghassan Zakaria. If you have lead dealings with Sourakia or Ghassan Zakaria, please contact: Ghassan Zakaria, Sourakia, P.O. Box 295, London N16 0TW or The U.K. (0) 71 833 1457



MARKET DIARY

Post-Election Blahs Bring Stocks Down

NEW YORK — Stock prices fell Wednesday as sellers came out after Bill Clinton's victory, which had been expected and discounted by the market.

Grayson Capital Corp., attributed much of the stock market activity to program trading, with computer-guided buy programs lifting the market about 12 points shortly after the opening and sell programs pulling the market down afterward.

"There was so much hype surrounding the election," said Dennis Jarrett, market analyst at Kidder, Peabody & Co. "It's over and people are refocusing on the struggling economy. It's back to reality."

The Dow Jones industrial average fell 29.44 points, to close at 3,223.04.

Declines topped advances by a 5-to-3 margin on the New York Stock Exchange. Volume was about 194 million shares.

The bellwether 30-year Treasury bond fell 10/32 to 94 30/32. The issue's yield, which moves in the opposite direction of its price, hovered around 7.68 percent, up from 7.65 percent late Tuesday.

Bonds were affected by uncertainty about the makeup and policies of the new administration regarding fiscal stimulus, as well as worries about supply ahead of next week's quarterly Treasury refunding traders said.

Trade Lattimer, vice president and chief market strategist at Wayne

Philip Roth, chief technical analyst at Dean Witter Reynolds Inc., said the market "rallied Monday in anticipation of a Clinton victory. Now we have some profit-taking on the news."

U.S. drug shares fell again on renewed market fears that the Clinton administration would cap drug prices, analysts said.

Bristol-Myers Squibb declined 2 to 66%, American Home Products fell 1 1/2 to 43%, Pfizer dropped 2 1/2 to 74 1/2, Merck fell 1 1/2 to 42 1/2 and Glaxo Holdings fell 1/2 to 25.

Compaq Computers was the most active issue, slumping 1/2 to 39% after it indicated it was having trouble filling orders because of a shortage in computer parts.

DOLLAR: Waiting for Clues

(Continued from first finance page) Morrison at Goldman Sachs in London, "but it will make steady progress against a background of Europe sliding into recession."

Equity prices on the major stock exchanges also mostly shrugged off the U.S. election to focus on domestic worries.

Analysts doubted that the renewed breakdown in the GATT

trade talks between the United States and the European Community was as yet a factor in moving stock prices.

"It's obvious we have and will continue to see brinkmanship on both sides," said Brendan Brown at Mitsubishi Finance International in London. "I still expect an agreement early next Spring, after the French election. We may see limited reactions until then," he added, referring to Wednesday's move by Washington, seeking GATT approval for \$1 billion in trade sanctions against the Community. "But I don't expect this to lead to an outright trade war," Mr. Brown added.

Analysts attributed the downturn in stock prices to local worries. In Britain, the market was roiled by a parliamentary vote Wednesday night on the Maastricht treaty or closer European Community ties. It was feared that a rejection might

topple the government of John Major and in any event lead to renewed selling of sterling and British assets.

The FT-SE 100 index closed down 13.9 points at 2,691.7, its low for the day.

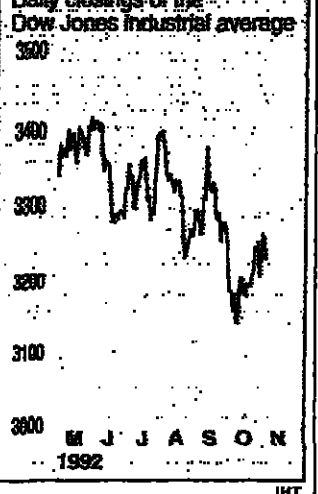
Prices in Frankfurt suffered from new warnings by Bundesbank officials that German interest rates would not be falling as fast as markets had been anticipating. The DAX index closed 12.31 points lower at 1,472.69.

But the tone was different in Paris, where Prime Minister Pierre Berthoinv commented that Monday's interest-rate reduction by the Bank of France would be followed by more cuts. That prospect boosted the Bourse, and the CAC-40 index pushed through the psychological 1,800 barrier to end 17.14 points higher at 1,804.07.

In dollar trading in New York, the currency rose less than one-third of a penny from Tuesday's closing rate of \$1.5670. The dollar gained 1/100 to 122.98 yen from 122.45, and 1.4023 Swiss francs from 1.3985 and 5.31 French francs from \$1.5475 from \$1.5515 in New York, but in London strengthened against the mark.

Traders said the currency market, in contrast to the equity market, seemed to have assumed the British government would win the parliamentary vote on Maastricht.

The Dow



Dow Jones Averages

Table with columns: Index, Open, High, Low, Close, Chg. Values for Industrial, Composite, and Utility indices.

Standard & Poor's Indexes

Table with columns: Index, High, Low, Close, Chg. Values for Industrial, Composite, and Utility indices.

NYSE Indexes

Table with columns: Index, High, Low, Close, Chg. Values for Composite, Industrials, and Utilities.

NASDAQ Indexes

Table with columns: Index, High, Low, Close, Chg. Values for Composite, Industrials, and Utilities.

AMEX Stock Index

Table with columns: Index, High, Low, Close, Chg. Values for Composite, Industrials, and Utilities.

Dow Jones Bond Averages

Table with columns: Bond, Class, Close, Chg. Values for 20 Year, 10 Year, and 5 Year bonds.

Market Sales

Table with columns: NYSE 4 a.m. volume, NYSE adv. corp. close, NYSE adv. gov. close, NYSE adv. total volume, NASDAQ adv. 1 a.m. volume, NYSE volume down, NYSE volume up, NYSE volume net, NYSE volume adv., NYSE volume adv. down, NYSE volume adv. up, NYSE volume adv. net, NYSE volume adv. adv., NYSE volume adv. adv. down, NYSE volume adv. adv. up, NYSE volume adv. adv. net.

N.Y.S.E. Odd-Lot Trading

Table with columns: Buy, Sell, Short. Values for Nov. 2, Nov. 3, Nov. 4, Nov. 5, Nov. 6, Nov. 7, Nov. 8, Nov. 9, Nov. 10, Nov. 11, Nov. 12, Nov. 13, Nov. 14, Nov. 15, Nov. 16, Nov. 17, Nov. 18, Nov. 19, Nov. 20, Nov. 21, Nov. 22, Nov. 23, Nov. 24, Nov. 25, Nov. 26, Nov. 27, Nov. 28, Nov. 29, Nov. 30.

NYSE Diary

Table with columns: Adv. Declined, Adv. Increased, Total Issues, New Issues, New Lists.

Amex Diary

Table with columns: Adv. Declined, Adv. Increased, Total Issues, New Issues, New Lists.

NASDAQ Diary

Table with columns: Adv. Declined, Adv. Increased, Total Issues, New Issues, New Lists.

EUROPEAN FUTURES

Table with columns: Class, High, Low, Prev. Close, Chg. Values for Food, Metals, and Stock Indexes.

Food

Table with columns: High, Low, Close, Chg. Values for White Sugar, Coffee, Cocoa, and Wheat.

Metals

Table with columns: High, Low, Close, Chg. Values for Aluminum, Copper, Nickel, and Zinc.

Stock Indexes

Table with columns: High, Low, Close, Chg. Values for FTSE 100, Nikkei, DAX, and CAC.

Spot Commodities

Table with columns: Commodity, Today, Prev. Values for Wheat, Corn, Soybeans, and Cotton.

Dividends

Table with columns: Company, Per Annum, Pay Date, Ex Date, Record Date, Dividend Yield.

For investment information read every Saturday in the FT

THE MONEY REPORT

INDUSTRIALS

BASEL (LIPPE)

3-MONTH EURO-DOLLARS (LIPPE)

6-MONTH EURO-DOLLARS (LIPPE)

9-MONTH EURO-DOLLARS (LIPPE)

12-MONTH EURO-DOLLARS (LIPPE)

15-MONTH EURO-DOLLARS (LIPPE)

18-MONTH EURO-DOLLARS (LIPPE)

21-MONTH EURO-DOLLARS (LIPPE)

24-MONTH EURO-DOLLARS (LIPPE)

27-MONTH EURO-DOLLARS (LIPPE)

30-MONTH EURO-DOLLARS (LIPPE)

33-MONTH EURO-DOLLARS (LIPPE)

36-MONTH EURO-DOLLARS (LIPPE)

39-MONTH EURO-DOLLARS (LIPPE)

42-MONTH EURO-DOLLARS (LIPPE)

45-MONTH EURO-DOLLARS (LIPPE)

48-MONTH EURO-DOLLARS (LIPPE)

51-MONTH EURO-DOLLARS (LIPPE)

54-MONTH EURO-DOLLARS (LIPPE)

57-MONTH EURO-DOLLARS (LIPPE)

60-MONTH EURO-DOLLARS (LIPPE)

63-MONTH EURO-DOLLARS (LIPPE)

66-MONTH EURO-DOLLARS (LIPPE)

69-MONTH EURO-DOLLARS (LIPPE)

72-MONTH EURO-DOLLARS (LIPPE)

75-MONTH EURO-DOLLARS (LIPPE)

78-MONTH EURO-DOLLARS (LIPPE)

81-MONTH EURO-DOLLARS (LIPPE)

84-MONTH EURO-DOLLARS (LIPPE)

87-MONTH EURO-DOLLARS (LIPPE)

U.S. FUTURES

Table with columns: Season, Open, High, Low, Close, Chg. Values for Grains, Metals, and Livestock.

Grains

Table with columns: High, Low, Close, Chg. Values for Wheat, Corn, Soybeans, and Cotton.

Metals

Table with columns: High, Low, Close, Chg. Values for Aluminum, Copper, Nickel, and Zinc.

Livestock

Table with columns: High, Low, Close, Chg. Values for Cattle, Hogs, and Pigs.

FINANCIAL

Table with columns: High, Low, Close, Chg. Values for US T-Bills, Municipal Bonds, and Eurodollars.

STOCK INDEXES

Table with columns: High, Low, Close, Chg. Values for S&P 500, NYSE, and NASDAQ.

COMMODITY INDEXES

Table with columns: High, Low, Close, Chg. Values for Wheat, Corn, Soybeans, and Cotton.

MARKET GUIDE

Table with columns: Index, High, Low, Close, Chg. Values for various market indices.

MARKET BOARD OF TRADE

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF COMMERCE

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF EXCHANGE

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF FUTURES

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF OPTIONS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF SPREADS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF STRIKES

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Table with columns: Index, High, Low, Close, Chg. Values for various market board indices.

MARKET BOARD OF TENDERS

Fed Approves Rule on Foreign Banks

WASHINGTON (Reuters) — The Federal Reserve Board approved a final rule on Wednesday requiring foreign banks to have strong domestic regulation before they can get permission to operate in the United States.

The rule puts into place a law adopted by Congress last December following the global bank fraud scandal of Bank of Credit & Commerce International. The rule had been in place on an interim basis since April. About 300 foreign banks, with \$650 billion in assets, operate in the United States.

The Fed will back up state and national bank regulators overseeing foreign banks. U.S. branches and agencies of foreign banks will be examined annually by the Fed. In assessing new applications, Fed staff said they already had difficulty in getting adequate information about how well a foreign bank was regulated at home. Currently, 14 foreign bank applications are pending.

Earnings Jump 59% for Woolworth

NEW YORK (UPI) — Woolworth Corp., which operates general merchandise and specialty stores such as Foot Locker, reported Wednesday that its third-quarter earnings jumped 59 percent, buoyed by strong sales.

Earnings in the third quarter rose to \$65 million, or 50 cents a share, from \$41 million, or 31 cents a share, in the same quarter last year. "We are encouraged that the rate of increase in sales and profits in the third quarter was greater than that of the first half," said Harold Sells, chairman of Woolworth. Sales for the retailer increased to \$2.5 billion, from \$2.4 billion in the third quarter of 1991.

Paramount Names Chairman for Unit

NEW YORK (Reuters) — Paramount Communications Inc. said Wednesday it had named Sherry Lansing to the newly created position of chairman of the Paramount Motion Picture Group.

Mrs. Lansing takes over some duties from Brandon Tartikoff, who resigned last week as chairman of Paramount Pictures. The creation of the post is part of a structural change in the Paramount Pictures organization. Under the change, Mrs. Lansing and Stanley McCingage, president of the Television Group, will report to Stanley Jaffe, president and chief operating officer of Paramount Communications.

For the Record

Occidental Petroleum Corp. announced Wednesday that it had found a major natural gas field in the Tintin Field offshore Sarawak in eastern Malaysia. It is the company's largest such international discovery.

Donald Trump's Plaza Operating Partners Ltd. filed a prepackaged bankruptcy plan for the Plaza Hotel that would give bank lenders a 49 percent stake in the landmark New York hotel, the clerk's office in U.S. Bankruptcy Court in Manhattan said. The plan was filed on Nov. 2; no hearing has been set on the bankruptcy case.

AMR Corp. said in New York that the load factor for its American Airlines rose to 62.4 percent in October, from 59.4 percent a year ago. The company said it flew 8.3 billion revenue passenger miles in October, up from 7.1 billion in October 1991.

ORDERS: 1.1% Increase in U.S.

(Continued from first finance page) ic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The report said nine districts — Boston, Cleveland, Richmond, Atlanta, Chicago, St. Louis, Minneapolis, Kansas City and Dallas — had reported some economic improvement, "ranging from a slightly more positive tone in Boston to a modest expansion in St. Louis."

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

The Fed report said that economic activity "had continued to increase in most of the districts, but at a slow and uneven pace."

The Commerce Department report said new orders for durable goods, items expected to last more than three years, slipped 0.1 percent in September, to \$119.2 billion. Orders for nondurables increased 2.3 percent, to \$120.2 billion, following a 4 percent decline in August.

WORLD STOCK MARKETS

Table with columns: Market, Close, Prev. Values for Amsterdam, Brussels, Frankfurt, London, Madrid, Milan, Paris, Sao Paulo, Singapore, Stockholm, Tokyo, Zurich.

Amsterdam

Table with columns: Stock, Close, Prev. Values for AEX, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW, AEX, AEF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Brussels

Table with columns: Stock, Close, Prev. Values for BEL20, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Frankfurt

Table with columns: Stock, Close, Prev. Values for DAX, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

London

Table with columns: Stock, Close, Prev. Values for FTSE 100, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Madrid

Table with columns: Stock, Close, Prev. Values for IBEX 35, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Milan

Table with columns: Stock, Close, Prev. Values for ISE 100, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Paris

Table with columns: Stock, Close, Prev. Values for CAC 40, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Sao Paulo

Table with columns: Stock, Close, Prev. Values for IBOV, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Singapore

Table with columns: Stock, Close, Prev. Values for SSEC, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Stockholm

Table with columns: Stock, Close, Prev. Values for OMX, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER, AEU, AEW.

Tokyo

Table with columns: Stock, Close, Prev. Values for Nikkei, ABN, ACP, ADF, AEG, AEL, AEM, AEN, AEP, AER



# MAN Expects Profit Drop Group to Cut 4,500 Jobs as Recession Bites

MUNICH — MAN AG, the engineering and truck group that enjoyed a boom in profits after Germany's unification, said Wednesday that its net profit would decline this year from the record levels of the past two years.

MAN also said it would cut 4,500 jobs, or about 7 percent of its work force, by the end of its financial year on June 30, 1993, mainly in its loss-making printer division. At the end of June, MAN employed about 63,250 people.

"We cannot repeat the top results of the past two years," said Klaus Götze, the board chairman. "Earnings development in the group during the first half will remain good," he said. "The third quarter of the business year also gives us no headaches. Only the last quarter is burdened with uncertainties."

Analysts said MAN had entered a period of difficulties after the post-unification boom and was no longer immune from the global recession. Truck earnings, which account for about two-thirds of the company's profits, will no longer be sufficient to offset weak earnings in MAN's other sectors, they said.

"MAN has definitely reached its peak," said Andrew Thomson, an analyst at Kleinwort Benson Research. "Earnings will fall in the current year and I don't see much of a recovery in the 1993-94 year."

Some analysts said that as a medium-sized truckmaker, MAN would face problems in the European market as it lacked major international

sales and service networks like those of Mercedes-Benz, Germany's largest truckmaker. MAN is the No. 2 truckmaker.

Many analysts expect a shake-up in the European truck sector in the near future.

There are seven truck producers in Europe, and several still too many," said Axel Lütke, analyst at BHF Bank in Frankfurt.

MAN said in October that incoming orders had fallen 22 percent, to 3.25 billion Deutsche marks (\$2.08 billion) in the three months ended Sept. 30, while sales fell 5 percent, to 3.62 billion DM.

In the 1991-92 financial year, MAN raised its group net profit by 4.4 percent, to a record 417.8 million DM, while sales edged up 0.8 percent, to 19.2 billion DM.

Mr. Götze said MAN was making great efforts to achieve a group net profit this year that would allow it to keep its dividend at 12 DM.

But some analysts were not so optimistic. Rolf Dorper, an analyst at Westdeutsche Landesbank Girozentrale, said the dividend could be cut to around 10 DM.

On the Frankfurt stock exchange, MAN shares fell 2.20 DM, to 242.80 DM. (Reuters, Bloomberg)

# Strong Gain Volvo Sets Layoffs, In Tobacco Will Close 2 Plants Boosts BAT

STOCKHOLM — Volvo AB will close two auto plants and lay off 4,500 workers in its truck, car, industrial-engine and administrative divisions, the company said on Wednesday.

The Uddevalla plant is to close by spring 1993 and its Kalmar factory by mid-1994.

"Our assessment is that the demand for cars in the foreseeable future will remain low and that the significant overcapacity in the industry in the U.S., Europe and Japan will continue for a very long period," said Lennart Jeansson, president of the Volvo Car Corp. subsidiary.

The decision weighs heavily and was a sad one to make, especially since the employees have done such a good job in making the plants competitive," he said.

Both plants to be closed are in southern Sweden, and negotiations began immediately with union leaders on the possibility of transferring some workers to Torshälla, on the west coast. Concentrating Volvo's car production in Sweden at one plant will save 350 million kronor (\$60 million) a year, Mr. Jeansson said.

The car plant shutdowns will eliminate 1,600 jobs. Another 2,000 administrative and assembly-line workers are being laid off by Volvo Truck Corp. Hundreds more are being trimmed from two smaller plants, headquarters staff, overseas offices and from Volvo Penta, which makes marine and industrial engines.

Volvo also decided on Wednesday to stop production of its 240 model. The last Volvo 240 will

leave the Torshälla plant in May 1993. About 2.8 million such cars have been sold since the first one in 1974.

Soren Gyll, chief executive of the Volvo parent group, said, "We must reduce our overall cost structure and adjust our organization to market conditions." The company has suffered losses for seven financial quarters in a row.

To cut costs, Volvo had announced in 1990 a five-year plan to reduce staff by 8,600 and trim spending by 5.2 billion kronor. But the plan could not keep pace with the rapid decline of the global automotive and truck market.

Although Volvo's products are strongly competitive, the market has deteriorated sharply," Mr. Gyll said.

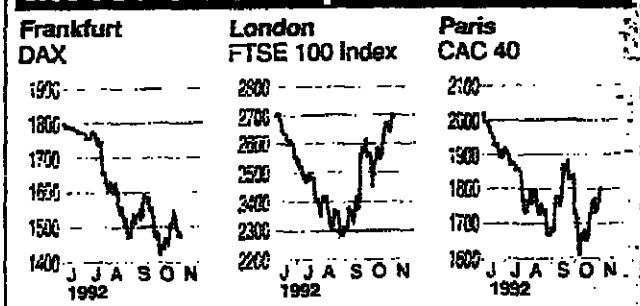
Volvo Car said that in its three main markets — the United States, Sweden and Britain — fewer than 10 million cars were sold this year. That is a drop of 3 million cars since 1988 in an area that accounts for 65 percent of Volvo's total sales, the company said.

Volvo reported Wednesday that U.S. sales of its cars fell 0.6 percent in October year-on-year to 4,589 units. During the ten months to October, the company's U.S. sales fell 5 percent to 56,156 units, from 59,035 a year earlier, it said.

Volvo attributed the weak figures to the late October introduction of its S90 model on the U.S. market.

As for the company's home market, Sweden is in a deep recession, and the government has said it will increase sales and gasoline taxes while cutting welfare benefits. (AP, AFP, AFP)

## Investor's Europe



Exchange	Index	Wednesday Close	Prev. Close	% Change
Amsterdam	CBS Trend	102.30	103.20	-0.87
Brussels	Stock Index	5,610.34	5,622.24	-0.21
Frankfurt	DAX	1,472.89	1,485.00	-0.83
Frankfurt	FAZ	586.04	591.39	-0.90
Helsinki	HEX	838.64	796.18	+5.33
London	Financial Times 30	1,999.70	2,007.20	-0.37
London	FTSE 100	2,691.70	2,705.60	-0.51
Madrid	General Index	200.14	199.85	+0.25
Milan	MIB	863.00	888.00	-2.82
Paris	CAC 40	1,804.07	1,796.93	+0.96
Stockholm	Affaersvaerlden	803.29	805.11	-0.23
Vienna	Stock Index	363.15	364.36	-0.47
Zurich	SBS	646.70	645.20	+0.23

## Very briefly:

- Search & Search Co. said it had sold its job-consulting subsidiary, MSI Group International, to MSI's chairman and chief executive Garry Long for £10,000 (about \$15,000) but that it stood to gain up to £3.5 million from the deal in the future if MSI became profitable.
- Adam Opel, the German unit of General Motors Corp., opened a new factory in Ellesmere Port, England, to produce low-emission Ecotec V-6 car engines.
- KLM Royal Dutch Airlines put options were in demand on anticipation that second-quarter earnings due Thursday would be disappointing. The European Options Exchange said that turnover came to 1,600 contracts, and the price fell 0.70 guilders (39.6 cents), to 22.10 guilders.
- British Airways PLC said its passenger traffic rose 8.9 percent in October from a year earlier, while capacity rose 10.3 percent. The airline also said its passenger-load factor for the month was 71.8 percent, down from 72.7 percent in the year-earlier period.
- The Association of European Airlines said passenger volume in September for its members on all routes rose 8.0 percent from the year-earlier period, to 27.6 billion revenue passenger kilometers. Above-average growth was confined to Mid- and South Atlantic and Middle East routes; European traffic rose 3.4 percent.

## Sainsbury Profit Up 19.4%

LONDON — Sainsbury PLC reported Wednesday a 19.4 percent increase in first-half profit, but the company's shares fell in trading in London on concern that the supermarket chain could face a difficult second half if the British economy stays weak.

Sainsbury shares fell 18 pence, or 3.6 percent, to close at 487 pence in London, on heavy turnover of well over 6 million shares.

The company said first-half profit rose to £391 million (\$607.6 million), compared with £327.5 million in the year-earlier period; the latest figure was in line with forecasts of £385 million to £400 million. Sales rose to £5.289 billion, from £4.801 billion.

# TEAM: Markets Await Clinton's Choice of Advisers

(Continued from page 1)

to be played only if his prudent fiscal intentions are severely doubted. He has talked with the Clinton camp, but his senior advisers stress that because of his independence of spirit — he is perfectly capable of enforcing policies of fiscal prudence with the threat of resignation — Mr. Volcker is not the kind of team player they are seeking.

This is not to say that Mr. Clinton is looking for big spenders, either. "The Clinton people are looking for quality, and they are aware that the markets want professional choices," said Robert D. Hormats, vice president of Goldman Sachs International Ltd., a former international economic official in both Republican and Democratic administrations and an avowed candidate for a post in Washington.

One of the two Wall Street names mentioned most often for the Treasury job are Mr. Hormats's boss, Robert E. Rubin, a managing partner at Goldman, Sachs & Co. and an adviser and fund-raiser for the Clinton campaign.

Another is Felix G. Rohatyn, chief dealmaker for Lazard Freres & Co., and an outspoken thinker and prolific writer on the problems of cutting the deficit and shifting money into public investment.

On Capitol Hill, one name being suggested if Congress appears to be an obstacle is Lloyd Benisek, chairman of the Senate Finance Committee and the Democratic Party's 1988 vice presidential candidate.

Mr. Rohatyn could also end up in some important cabinet post in charge of industrial and public investment strategy. Others mentioned are Clinton supporters in industry, including John Sculley, chairman of Apple Computer Inc.; John A. Young, president of Hewlett-Packard Co.; and Michael H. Walsh, president of Temeco Corp. — and Mr. Clinton's former opponent in the Democratic primaries, Paul E. Tsongas.

Roger Altman, co-chairman of the Blackstone Group and a Treasury official in the Carter administration, has served as a highly visible spokesman and adviser to the campaign, which allowed foreign officials and institutional investors to talk to him and look him over as a potential Treasury secretary. This may have proved his undoing. Japan in particular fears he would not be tough enough in holding back spending demands.

Mr. Clinton's transition team has been operating out of the limelight in Little Rock, Arkansas, and has been the source of virtually no leaks. It is headed by Warren M. Christopher, the quiet, methodical Los Angeles lawyer who was undersecretary of state in the Carter administration and is regarded as the favorite for secretary of state.

During the final month of the campaign, some of the more ram-bunctious economic advisers got out of hand in their proposals for a quick job of spending.

Mickey Kantor, the campaign chairman, is said to have got them all on the phone in a conference call and told them to shut up, whereupon James Sperling, a 31-year-old lawyer, business school graduate and former staffer for Governor Mario M. Cuomo of New York, was installed at the Clinton headquarters as a traffic cop to route economic advice to Mr. Clinton. Mr. Sperling is likely to end up in a similar staff role in the White House.

Overall sales totaled \$12.285 billion in the nine months, up 3.3 percent. In the third quarter, sales rose 2.8 percent, to \$4.33 billion.

"Despite depressed world economic conditions and volatility in both equity and currency markets, the latter exacerbated by sterling's withdrawal from the ERM, BAT Industries continues to make real progress," Sir Patrick said.

Sir Patrick said he expected the 9 percent increase in the first-half dividend to be maintained for the full year.

The results were above analysts' expectations, and BAT shares rose 10 pence, to 916 pence. (Reuters, Bloomberg)

# Den norske Bank Seeks Capital Aid

OSLO — Den norske Bank, Norway's biggest commercial bank, reported Wednesday that its net loss had worsened to 2.46 billion kroner (\$384.4 million) in the first nine months of 1992, and it was seeking more state help to shore up its eroded capital base.

DnB blamed the poor result on turbulence in financial markets during August and September.

The bank, which was granted a state-backed rescue package of 5.9 billion kroner last year, said it was holding talks with the State Bank Guarantee Fund on a transfer of fresh capital.

Den norske Bank said its net loss widened to 1.302 billion kroner from 560 million kroner in the second quarter. Year-earlier figures were not provided.

DnB blamed the third-quarter loss on additional interest charges incurred in August and September and on commercial loan losses.

"The positive trend we saw in the first six months has been weakened by turbulence on money and securities markets," the managing director, Finn Hviistendahl, said.

Analysts noted that the nine-month figures were much weaker than the results of rival banks Kreditkassen and Fokus.

DnB's net interest income in the third quarter was 1.06 billion kroner, down 131 million kroner from the figure for second quarter.

Den norske Bank said the value of the stock portfolio was reduced by 365 million kroner in the January-September period owing to weakness on the stock market. (AFP, Bloomberg)

# GATT: A Test for Clinton as Washington Plans Retaliation Against EC

(Continued from page 1)

official. "Yet, he could well try to establish his credentials as favoring an open international trading system by moving to wrap up the Uruguay Round as quickly as possible."

Officials on both sides said they still hoped to avert a trade war over oilseeds and perhaps even use the crisis to help conclude the Uruguay Round.

But the French government, which worries that any deal would harm it politically before parliamentary elections scheduled for early spring, insisted that the Bush administration could no longer credibly negotiate a trade agreement with the EC.

That marks a 180-degree reversal of the public position that Paris had staked out as recently as Monday, when officials said they were prepared to reach a compromise with Washington in the period af-

ter the U.S. election and before the inauguration of a new president.

"It is now necessary for the new administration to take on the issue," said Roland Dumas, the French foreign minister, "and make new proposals to the Europeans."

In Geneva, the U.S. government took the first steps toward imposing sanctions on EC products, which are expected to focus initially on French wine, brandy and cheese worth about \$350 million, along with a smattering of other European goods. Washington contends that U.S. soybean producers deserve full compensation for about \$1 billion in lost exports because of the EC oilseeds subsidies.

"Our goal is to encourage compliance with GATT obligations, not to impose countermeasures," said Rufus Yerxa, the U.S. representative to the Geneva-based trade organization. "We hope that

by taking a serious but limited first step, we will encourage the Community to honor its GATT obligations."

But EC officials blocked approval of the U.S. move, which requires a consensus of all GATT parties to go forward. They say that the EC cannot accept the permanent limits on oilseeds production demanded by the United States.

The next step is up to Washington, which could seek a formal vote at a GATT session in a month or so to impose the tariffs on its own.

If the United States imposes any penalty tariffs against EC goods, Brussels has threatened to respond with equally punitive tariffs against American products. EC officials have drawn up their own list of goods that could be drawn into the trade war but have not yet released it.

U.S. officials said that any new tariffs on EC goods would be de-

layed for 30 days in order to encourage further negotiations.

In London, a spokesman for the British presidency of the 12-nation EC said that Britain still wanted to resolve the dispute but that Prime Minister John Major would not respond until after receiving a report from his chief farm minister, John Gummer, who attended the talks in Chicago.

The 30-day grace period, he said, might help encourage an agreement by acting as a "sword of Damocles" hanging over Europe and the United States.

A GATT panel has twice ruled that the United States is entitled to compensation from the European Community, but the trade organization has urged both sides to try to settle the dispute. In September, Washington's offer to seek binding arbitration on the amount of damages to be recovered was rejected by Brussels.

# ENTREPRENEUR: America's Job Machine Shows New Signs of Life

(Continued from first finance page) September new businesses added about 35,000 jobs a month, up steadily from 10,000 jobs a month earlier this year.

In its September survey, the National Federation of Independent Business, a small-business group, found that its 500,000 members had added jobs at the rate of one worker for every five companies, marking the fifth straight monthly survey that recorded net additions in the head count.

No one suggests that this amounts to a grass-roots surge in the economy. The government estimates of jobs added by new businesses are well below the 100,000-a-month level experienced during the 1980s, and business failures are still increasing, though the rate of increase is slipping fast.

And recent surveys of small-business opinion show that uncertainty does persist about the economy, as well as concern about regulation, health care and other issues.

Still, the new signals that the worst may be over for the small-business sector are heartening to economists.

"If this trend continues, we could have a much stronger economy next year," said David Hale, chief economist of Kemper Financial Services in Chicago. "It certainly is a flicker of hope."

The reason smaller entrepreneurial companies create more jobs than big corporations is that they can often move more quickly to exploit new technologies, techniques and market niches.

The casualty rate is high because the early stages after a start-up are tenuous and often difficult for a small group to get through. But the ones that make it can be real job

engines, sometimes even surging beyond the small-company category.

David Birch, president of Cognetics Inc., a research firm in Cambridge, Massachusetts, has identified 500,000 small- and mid-sized companies that are growing at 20 percent a year or more and adding workers.

These fast-moving innovative companies — Mr. Birch calls them "gazelles" — can be found pretty much across the spectrum of industries. "They are not all high-tech companies by any means," he said.

For investment information, read THE REPORT every Saturday in the IHT.

## Introducing the German bank that offers finely tuned instruments in international finance: WestLB.

As an experienced wholesale bank, WestLB accompanies your international finance operations.

20 years of experience in Corporate Finance, the solidity of a state bank and the leading role based on WestLB On

this sound foundation, WestLB successfully combines classical products with innovative solutions, applying the right mix of state-of-the-art technology and personal creativity. That's why WestLB rightfully belongs at the top of your shortlist — from Corporate

Finance and Investment Banking to Treasury and IT — to a global network stretching from Düsseldorf to New York and from Tokyo to London. WestLB is perfectly equipped to set the tone for your international finance operations.

WestLB  
The Westdeutsche Landesbank



سنة من العمل

# NYSE

Wednesday's Closing  
Tables include the nationwide closing of the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Omega Constellation.  
Ladies' watch in 18 k gold.  
Scratch-resistant sapphire crystal.  
Water-resistant.  
Swiss made since 1848.



Ω  
OMEGA  
The sign of excellence

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

Symbol	Price	Change
IBM	115.25	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25
MSFT	45.00	+0.25
ORCL	45.00	+0.25
GE	35.00	+0.25
GM	25.00	+0.25
AMZN	15.00	+0.25
GOOG	10.00	+0.25

ms fo

1992

NYSE

Continued on next page



# Arms for Assam Tea Growers

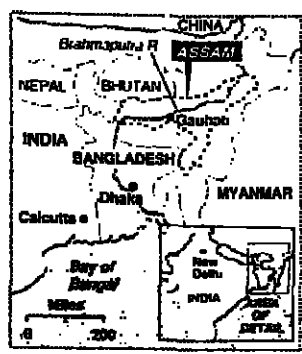
**By Sanjoy Hazarika**  
New York Times Service

**GAUHATI, India** — After paying millions of dollars in protection money and ransom in the last few years, tea producers in India's northeast have announced plans to set up an 8,000-member private army to protect their interests.

Tea is one of India's largest foreign-exchange earners, bringing in about \$200 million in hard currency every year. Assam, which is renowned for its strong-flavored tea, produces more than 60 percent of the 700,000 tons of tea manufactured in the country each year. Despite the kidnapping and extortion, tea production has been good and the companies, which have offices in Guwahati, the commercial capital of the state, continue to prosper.

Tea grew wild in Assam until the 19th century, when British officials, seeing its commercial potential, encouraged the growing of the crop on large plantations, using British managerial skills and the physical labor of tens of thousands of workers transported from central and eastern India.

Several hundred tea plantations sprang on either side of the Brahmaputra River; they are owned by multinational corporations like Unilever as well as by domestic corporations.



In the last few years, two major insurgent groups have kidnapped tea executives from their homes and offices in Assam, shot several of them and extorted tens of millions of dollars.

In a recent case, the Calcutta-based Macleod Russel company paid one rebel group, the Bodo Security Force, about \$400,000 to release a plantation manager who was kidnapped. The figure was confirmed by intelligence officials and company executives who asked not to be identified.

The Bodos, one of the biggest aboriginal tribes of the region, want a separate state.

The wave of extortion began in the late 1980s by the United Liberation Front of Assam, which seeks an independent state. The rebel organization

sought and exacted agreements from major companies that they would set up modern hospitals, schools and colleges.

According to some estimates, nearly \$14 million was extorted from different companies in 1989 and 1990. Some officials say that two or three times this amount was secretly paid to the front and to the Bodos.

Support for the Assam rebels abated after the front was weakened by Indian Army strikes in 1990 and 1991.

The industry is also under pressure from Naga insurgents in the southeastern part of Assam, where tea grows in the Barak Valley, and from the Hmar Peoples Convention, which says it represents the interests of the tiny Hmar population.

According to Hemen Barooah, the president of the Indian Tea Association, whose members have more than 200 plantations in Assam, the Tea Security Force would coordinate its work with the local Assam police and military officials. It would be created by recruiting people who have retired from the police.

The tea companies would finance the force at an estimated cost of \$1.3 million a year. State government approval is necessary for the security plan. A senior official said a decision had not yet been made.

# S&P Drops Top Rating On a Large Japan Bank

**Compiled by Our Staff From Dispatches**

**TOKYO** — Standard & Poor's Asia Ltd. on Wednesday downgraded the credit rating of Japan's Central Cooperative Bank for Agriculture and Forestry, or Norinchukin, the only Japanese bank that had retained the agency's top rating.

In cutting the bank's long-term rating from triple-A to double-A-plus, the agency also said the outlook for the bank, one of Japan's largest in terms of assets, remained "negative." But it maintained the top A-1-plus short-term rating for the bank's certificates of deposit.

The agency said in a statement that the downgrade was the result "of a rising level of problem loans, particularly at the lower tiers of the cooperative system."

"This development is aggravating profitability ratios that have already been under pressure due to the ongoing process of interest-rate deregulation," the statement said. "The decline in overall loan quality reflects the widespread slowdown of the Japanese economy, which has put pressure on small borrowers in most small local areas."

Separately, a senior Finance Ministry official said that Japanese banks operating internationally were becoming less dependent on unrealized profits in shareholdings to meet capital requirements.

"They are reducing the dependence and they should continue to do so," said Atsushi Takahashi, deputy director general of the ministry's banking bureau.

At the end of September, Japan's 90 banks operating internationally posted an average 8.7 percent capital-adequacy ratio, up from an average 8.3 percent at the end of March.

According to preliminary data, total capital at the 90 banks was \$3.9 trillion yen (\$435.9 billion) at the end of September, up from \$2.3 trillion six months earlier. Unrealized profit on securities holdings accounted for 8.6 trillion yen of the capital at the end of September, down from 9.9 trillion yen.

Mr. Takahashi said the decline in unrealized profits was due to lower stock prices but was compensated by banks' efforts to increase supplementary capital through other financial instruments. The 90 banks took on subordinated loans and other financial instruments worth 2.7 trillion yen in April-September 1992, he said. (AFP, Reuters)

# Reminding Clinton Of Japan's Surplus

**Compiled by Our Staff From Dispatches**

**TOKYO** — Japan announced Wednesday another hefty increase in its trade surplus with the rest of the world, a stiff reminder of one of the most stubborn problems Bill Clinton will face as he takes control of U.S. trade policy.

Japan's surplus on current account — the broadest measure of trade in goods and services — widened to \$12.05 billion in September from \$8.96 billion a year earlier, the Finance Ministry said. About 40 percent of Japan's trade is with the United States.

"This is going to be a new ball game for the Japanese now that the Democrats are in power," said Paul Sumner, economist at Jardine Fleming Securities Ltd. "The surplus is going to be near the top of Clinton's trade agenda."

Despite years of hard bargaining under two Republican U.S. administrations, Japan's 1992 current-account surplus with all countries appears likely to reach \$120 billion, surpassing the previous record high of \$87 billion set in 1987. In the first six months of this year, the surplus widened to \$66.27 billion from \$51.10 billion a year earlier.

Just how Mr. Clinton and the Democrats will deal with the problem is causing worry in Tokyo business and trade circles, where some fear a Democratic administration will not hold to the principles of free trade as firmly as the Republicans.

"We hope the new U.S. administration will take a decisive attitude against protectionism to preserve the world free trade system," Prime Minister Kiichi Miyazawa said in the legislature.

Perhaps doubly worrying for Mr. Miyazawa is the trade surplus with the United States. Tokyo's most outspoken trade partner. The bilateral

# Investor's Asia

Exchange	Index	Wednesday Close	Prev. Close	% Change
Hong Kong	Hang Seng	6,326.37	6,197.44	+2.08
Singapore	Straits Times	1,421.46	1,405.87	+1.11
Sydney	All Ordinaries	1,431.10	1,412.80	+1.30
Tokyo	Nikkei 225	17,065.20	Closed	
Kuala Lumpur	Composite	658.68	653.07	+0.86
Bangkok	SET	956.87	942.06	+1.57
Beoul	Composite Stock	619.00	605.52	+2.23
Taipei	Weighted Price	3,508.05	3,559.86	-1.51
Manila	Composite	1,362.57	1,352.52	+0.74
Jakarta	Stock Index	N.A.	305.30	
New Zealand	NZSE-40	1,380.75	1,372.20	+0.62
Bombay	National Index	1,317.50	1,308.50	+0.69

# Very briefly:

- China Airlines, Taiwan's flag carrier, bought the 33 percent stake of Mandarin Airlines it did not already own, paying Kooes Development Group of Taiwan a price that a local newspaper put at more than 600 million dollars (\$23.6 million).
- Isuzu Motors Ltd.'s parent-company operating profit may be 200 million to 300 million yen (\$1.6 million to \$2.5 million) in the second half of the business year that ends Oct. 31, the 37.4 percent-owned unit of General Motors Corp. said.
- Taiwan's trade surplus shrank to \$1.02 billion in October, down 11.5 percent from a year earlier; exports rose 6.3 percent to \$7.07 billion on strong sales to China through Hong Kong, but imports climbed even more, 10 percent to \$6.05 billion.
- Evergreen Marine Corp., the big container shipping company, is considering what an official of the Taiwan company called "a huge project" in Indonesia's Batam Island industrial development zone.
- Beskin-Robbins, part of Allied-Lyons PLC's retailing sector, signed a 50-50 joint-venture deal to build an ice-cream manufacturing plant outside Bangkok; the local partner is Central Department Store Ltd.

# Asian Markets Hail U.S. Victor

**Compiled by Our Staff From Dispatches**

**TOKYO** — Most Asian markets climbed Wednesday on news that Bill Clinton had clinched the U.S. presidential election.

Hong Kong stocks fell initially on concern that the new U.S. administration would take a tougher line on China over trade and human-rights issues, but prices rebounded strongly in late trading.

"Clinton is going to pump-prime the U.S. economy, and that means consumer-products exports from the region should be given a boost," said Chris Malpass, sales director at Peregrine Brokerage.

The Hang Seng index gained 127.93 points, or 2.1 percent, to 6,326.37.

Fears that Mr. Clinton could take a more confrontational stance than President George Bush with China and in the process damage Hong Kong's economy have to a large extent dissipated, analysts said.

Tokyo's benchmark Nikkei 225 average declined in morning trading, with domestic concerns over shadowing the U.S. election results. But the Nikkei average ended 211.84 points, or 1.3 percent, higher at 17,065.20.

"A new U.S. president isn't going to directly affect the Tokyo stock market right away," said a Japanese broker. "The best we can hope for is that Wall Street takes this chance to set a new direction, and that Tokyo can tag along."

Brokers said that while a Clinton White House may be a bit more protectionist, no big change in U.S. policy toward Japan was seen.

Australian shares surged in the last hour of trading, with the All Ordinaries index rising 1.3 percent to close at 1,431.1, up 18.3 points on the day.

"It's sheer relief that the election's over," said John Paterson, a dealer at James Capel.

South Korea's reaction to Mr. Clinton's victory was also positive. The composite stock price index gained 13.48 points at 619.00.

The new Democratic administration will probably adopt a "tougher stance" in multilateral and bilateral trade talks, said Stephen Marvin, chief analyst at Jardine Fleming Securities Ltd. in Seoul.

But if Mr. Clinton were to delay or even cancel the North American Free Trade Agreement, South Korea might be able to export more to the United States, Mr. Marvin said.

Prices in India, Singapore and Manila rose as well.

The exception was Taiwan, where the highly speculative market declined on the view that a Clinton win would be bad for U.S. stocks. The Taipei weighted index fell 53.61 points, or 1.5 percent, to 3,506.05. (Reuters, Bloomberg)

# Komatsu Profit Drops

**Agence France-Press**

**TOKYO** — Komatsu Ltd. said Wednesday that its current profit dived 40.9 percent, to 12.01 billion yen (\$100 million), in the six months to Sept. 30 from the like 1991 period.

The world's biggest manufacturer of building equipment after Caterpillar of the United States said sales dropped 13.9 percent to 260 billion yen, citing lower sales of mainstay products in both its domestic and foreign markets.

Both figures were in line with Komatsu's forecasts and although the company left its profit projection for the full year unchanged at 27 billion yen, its sales estimate was trimmed from 560 billion yen to 550 billion yen.

During the first half, revenue from construction machinery declined 13.6 percent to 201 billion yen, led by reduced sales in Japan. Industrial-machinery sales plunged 31.9 percent to 29 billion yen, but sales of other products grew 11.6 percent to 30 billion yen.

# Bayer Considers Taiwan Plant

**Reuters**

**TAIPEI** — The German chemical concern Bayer AG may invest \$400 million in Taiwan to build a factory making synthetic polymers, the company's Taiwan subsidiary said on Wednesday.

Bayer is searching for land to build the plant and will proceed with the project if it can obtain adequate tax incentives and other support from the Taiwan government, said Wu Hai-ping, an official of Bayer Taiwan Ltd.

Annual production capacity of the plant would be about 30,000 tons, with 30 percent to be exported, Mrs. Wu said. Synthetic polymers are used in the production of a wide range of consumer and industrial goods. Bayer Taiwan currently has no factories in Taiwan and markets the group's chemical products, she said.

The investment would be one of the largest foreign projects in Taiwan in recent years, an official of the Investment Commission said.

# NYSE

**Wednesday's Closing**  
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

(Continued)

Stock	Div	Yield	P/E	High	Low	P.M. Close
Alcoa	1.75	3.1	15	48 1/4	47 3/4	47 3/4
Amgen	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Boeing	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Chrysler	1.00	3.1	15	32 1/4	31 3/4	31 3/4
IBM	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Microsoft	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Oracle	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Qwest	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Sun	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Verizon	1.00	3.1	15	32 1/4	31 3/4	31 3/4
WorldCom	1.00	3.1	15	48 1/4	47 3/4	47 3/4

Stock	Div	Yield	P/E	High	Low	P.M. Close
Altria	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Amgen	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Boeing	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Chrysler	1.00	3.1	15	32 1/4	31 3/4	31 3/4
IBM	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Microsoft	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Oracle	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Qwest	1.00	3.1	15	32 1/4	31 3/4	31 3/4
Sun	1.00	3.1	15	48 1/4	47 3/4	47 3/4
Verizon	1.00	3.1	15	32 1/4	31 3/4	31 3/4
WorldCom	1.00	3.1	15	48 1/4	47 3/4	47 3/4

**PHILIP MORRIS**  
**SUPER KING**

THE UNIVERSAL TASTE OF LIGHTNESS.

Handwritten text in Arabic script: "سكوت من اللؤلؤ"







AMEX

Wednesday's Closing Tables include the national closing prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

(Continued)

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

Table with columns: 12 Month High, Low, % Chg, Div. Yield, PE, etc. Lists various stocks and their performance metrics.

INTERNATIONAL FUNDS

Nov. 4, 1992. The information is provided for informational purposes only. Not a recommendation to buy or sell. Please consult your broker for more information.

Large table listing various international funds with columns for fund name, share price, and other details.

For information on how to list your fund, fax Simon OSBORN on (33-1) 46 37 21 33.

Royal Trust's Open World Service advertisement. Includes text: 'Royal Trust's Open World Service is designed to give you access to all the very best financial world to offer.' and contact information for Royal Trust International.



سنة من العمل

# SPORTS BASKETBALL

## Karros Of L.A. Is NL Rookie Of the Year

The Associated Press  
NEW YORK — Eric Karros, who nearly played his way out of the Los Angeles Dodgers organization, was selected the National League Rookie of the Year.

The Los Angeles first baseman was chosen first of 22 of the 24 ballots on Tuesday and received 116 points overall from the Baseball Writers Association of America. Montreal outfielder Moises Alou was the runner-up with 30 points, followed by Pittsburgh knuckleballer Tim Lincecum with two first-place votes and 29 points.

Karros hit .257 with 20 homers and 88 RBIs. His home run total was the highest by a Dodgers rookie since Greg Brock also hit 20 in 1983, and his RBIs surpassed Ron Cey's Los Angeles rookie record of 80 set in 1973. Karros also led all rookies this season with 30 doubles.

"I wasn't surprised but I'm definitely happy," Karros said via a conference call from Japan where he is on tour with other major leaguers. "It's been something that's been talked about the last few months and it's finally done. It reflects the season I had, but I'd exchange it for our club to have been in a pennant race."

Karros's spot on the team was not sure entering spring training.

"We talked about sending him out," Dodgers manager Tommy Lasorda said of Karros. "But we decided to keep him because he worked so hard in spring training that he deserved to come with us."

After getting one hit in 14 at-bats for the Dodgers at the end of the 1991 season, Karros went to winter ball in Caracas, Venezuela, instead of completing the 16 credits left on his economics degree at UCLA. It almost backfired.

Karros hit .113 with six RBIs and no extra-base hits in Venezuela and was released three weeks later by manager Phil Regan.

Karros regained the Dodgers' faith during spring training, going .20 for 54 with 11 RBIs. It earned him the first base job, and he believes his winter ball experience was a critical factor.

"Tommy told me I was going to stick on the club," Karros said. "About the middle of May, I thought I had a pretty good chance of staying up."

The Dodgers finished 63-99 in the NL West this season. "I had a lot of opportunities hitting fourth without Darryl Strawberry and Eric Davis in the lineup," Karros said. "We were in a lot of one-run ball games. You put Darryl Strawberry and Eric Davis in the lineup and it would have made a lot of difference."

Karros is the 12th Dodger to win Rookie of the Year honors, joining Jackie Robinson (1947), Don Newcombe (1949), Joe Black (1952), Jim Gilliam (1953), Frank Howard (1960), Jim Lefebvre (1965), Ted Sizemore (1969), Rick Sutcliffe (1979), Steve Howe (1980), Fernando Valenzuela (1981) and Steve Sax (1982).



First baseman Eric Karros on his sword: "I'd exchange it for our club to have been in a pennant race."

### NL Rookies of the Year

- 1947 — Jackie Robinson, Brooklyn
- 1948 — Alvin Dark, Boston
- 1949 — Don Newcombe, Brooklyn
- 1950 — Sam Jethroe, Boston
- 1951 — Willie Mays, New York
- 1952 — Joe Black, Brooklyn
- 1953 — Jim Gilliam, Brooklyn
- 1954 — Wally Moon, St. Louis
- 1955 — Bill Wirtz, St. Louis
- 1956 — Frank Robinson, Cincinnati
- 1957 — Jack Sanford, Philadelphia
- 1958 — Orlando Cepeda, San Francisco
- 1959 — Willie McCovey, San Francisco
- 1960 — Frank Howard, Los Angeles
- 1961 — Billy Williams, Chicago
- 1962 — Carl Yastrzemski, Boston
- 1963 — Pete Rose, Cincinnati
- 1964 — Richie Allen, Philadelphia
- 1965 — Jim Lefebvre, Los Angeles
- 1966 — Tommy Helms, Cincinnati
- 1967 — Tom Seaver, New York
- 1968 — Johnny Bench, Cincinnati
- 1969 — Ted Sizemore, Los Angeles
- 1970 — Curt Marion, Montreal
- 1971 — Earl Williams, Atlanta
- 1972 — Jan Mink, New York
- 1973 — Gory Matthews, San Francisco
- 1974 — Steve Sax, Los Angeles
- 1975 — John Montefusco, San Francisco
- 1976 — Pat Zachry, Cincinnati, and Butch Metzger, San Diego
- 1977 — Andre Dawson, Montreal
- 1978 — Bob Horner, Atlanta
- 1979 — Rick Sutcliffe, Los Angeles
- 1980 — Steve Howe, Los Angeles
- 1981 — Fernando Valenzuela, Los Angeles
- 1982 — Steve Sax, Los Angeles
- 1983 — Darryl Strawberry, New York
- 1984 — Dwight Gooden, New York
- 1985 — Chris Sosa, Cincinnati
- 1986 — Todd Worrell, St. Louis
- 1987 — Benito Santos, San Diego
- 1988 — Jarrett Wright, Chicago
- 1989 — David Justice, Atlanta
- 1990 — Jeff Bagwell, Houston
- 1991 — Eric Karros, Los Angeles

One player was selected as Major League Rookie of the Year in 1947 and 1948. The policy of naming a player from each league was inaugurated in 1967.

## USA Baseball Rejects Pros for '96 Olympics

By Filip Bondy  
New York Times Service

NEW YORK — Robin Yount and Ozzie Smith could be headed for the Olympics in Atlanta in 1996, but such younger stars as Barry Bonds and Ken Griffey Jr. are unlikely to get the same chance to participate.

These four lines have been drawn by USA Baseball, the sport's U.S. governing body, which has endorsed a plan that would reinstate retired professionals for the Olympics, but would not include any active major leaguers.

"We could use some maturity on the team," said Richard Case, the executive director of USA Baseball. "But we have not been in favor of a Dream Team."

The concept of a baseball Dream Team, similar to the all-star squad fielded by the United States in basketball at the Barcelona Olympics, probably received a fatal blow two weeks ago in Los Angeles. There, a blue-ribbon committee that included 10 members of the International Baseball Association decided to reject the use of active major leaguers.

USA Baseball officials will meet with major-league officials this month in New York to discuss the plan to involve retired players. They hope the proposal will be approved at an executive committee meeting of the IBA in Kurosu, Japan, in January.

"We expect some resistance from the Asians," Case said. "They prefer simply taking their industrial-league players."

Case said the plan could still be changed, if there are other suggestions in the New York meeting or if the association rejects the idea of restoring the Olympic eligibility of former pros.

U.S. Squad Held to 0-0 Tie in Japan  
Roger Clemens of the Boston Red Sox allowed three hits and struck out 10 in seven innings on Wednesday as a team of major leaguers played to a scoreless tie with the Japan All-Stars. The Associated Press reported from Osaka, Japan. Extra innings are prohibited by rules of the U.S. team's tour.

## For Magic, No Rancor Over Remarks

By Tom Friend  
New York Times Service

LOS ANGELES — Magic Johnson has told his friends that he harbors no bad feelings toward Karl Malone and other players who recently went public with their fear that playing against Johnson could pose a danger to them.

Some players on the Los Angeles Lakers said, however, that they were still confounded by Malone's comments in The New York Times on Sunday. Malone said he felt uncomfortable playing against Johnson, who carries the virus that causes AIDS, because games are often opened on the court.

Johnson's agent, Lon Rosen said Tuesday: "Earvin's never been that close to Karl, but he's not mad at Karl Malone, either. I know so. He told me. He did not feel betrayed. He just feels sad for these people. If he felt betrayed, he would attack them. He knows they simply need to learn more about the disease."

Laker center Vlade Divac, however, found Malone's statements contradictory, considering that Malone played with Johnson during the Olympics in Barcelona.

"What is this talk from Malone?" Divac said. "He was happy to play with him, but not against him? I am not scared playing with Magic. My wife was not scared. I think that's bad what others are saying."

Johnson, who retired from basketball Monday, citing continuing controversies surrounding his condition, was again unavailable for comment Tuesday.

Rosen explained: "He is not hiding out. He will be out talking again soon. Yeah, it's strange he wasn't at Monday's press conference, but the other strange thing is he's been attacked lately for saying too much, for answering the accusations that he was gay. And now he decides not to speak, and he gets beaten for that, too."

There were other indications Tuesday that the negative statements from Malone and other players were the impetus for Johnson's retirement. For instance, Johnson had said on Oct. 23: "If other players feel their life is in jeopardy, they should say something. They should just say something. It's stupid for them to hold it back."

Malone said something. "The thing is, Karl's an intelligent man," Rosen said. "He's no dummy. Earvin respects him for saying what he did; it's just, as I said, Karl needs to become educated on the disease. He and Karl didn't hang out much during the Olympics. Michael Jordan was the closest to Earvin by far. Karl was just kind of an acquaintance."

According to Rosen, Johnson was up early Tuesday to vote for Bill Clinton in the presidential election and then had a "routine" day.

"He worked out for only two hours, after working out yesterday for three," Rosen said. "He's in great spirits. His family's happy, he's happy. It's almost like a burden's off. He's not Magic anymore. He's back to being Earvin. He's Magic when he plays ball, but now he's good of Earvin."

Johnson is determined to be finished with professional basketball. He has told Rosen he will decline to play in this season's All-Star Game should fans vote him onto the roster.

Johnson's name is on the All-Star ballot, but Rosen said, "He promises the All-Star Game is out and fans should vote for someone else."

Meanwhile, Johnson's endorsements seem solid. His newer deals — with Skybox Trading Cards, Upper Deck Authenticated and Miller Brewing Co. — remain unaffected by his retirement, according to Rosen.

Johnson has also made strides toward mending his strained relationship with Detroit Pistons guard Isiah Thomas. Rosen said that Thomas, who reportedly suggested that Johnson was a homosexual, spoke "an hour and a half" with Johnson over the weekend.

"Earvin said it was a real good talk," Rosen said. "It was never they were enemies. Whether Isiah said those things or not, their friendship had changed over the years, but Earvin said it was a good conversation."

## Cowboys Call the Tune in NFL

Dominant at 7-1, Team Is Suddenly Solid on All Fronts

By Leonard Shapiro  
Washington Post Service

IRVING, Texas — All over the town, they're talkin' or singin' about their darlin' Dallas Cowboys.

On the radio, a snappy new country-and-western tune ends with the lyric "everybody's rockin' to the Cowboys' beat." At the airport one recent morning, a ticket agent was heard to tell passengers "welcome to Flight 288 to Chicago with continuing service to Philadelphia — and speaking of Philadelphia, how 'bout those Cowboys?"

How about 7-1, the best record in the National Football League and a two-game lead over the Washington Redskins and Philadelphia Eagles, both 5-3, in the NFC East? No wonder Nate Newton, the veteran offensive lineman, came dancing up the runway leading to the Texas Stadium locker room on Sunday and declared, "We're halfway there," after Dallas's convincing 20-10 victory over the Eagles.

Still, in this lopsided NFL season, when little is running to form, most of the Cowboys are publicly taking the cautious approach, lots of standard talk about staying focused and one week at a time.

"I don't know who's better," said wide receiver Kelvin Martin. "I can't say anyone. We're certainly on the same level as anyone else in Washington, San Fran, Buffalo and Miami. We're just as good as those clubs."

In Coach Jimmy Johnson's fourth season, Dallas has few flaws, save for an inconsistent rookie free-agent kicker, Lin Elliott, who was booted when he missed kicks of 42 and 38 yards in the first half against

the Eagles. But their balanced, star-studded offense and a mostly anonymous defense that is ranked No. 1 overall in the league, are playing superb football. Barring serious injuries, there's little reason to doubt that won't continue.

The offense is built around a massive line that is opening huge holes for third-year running back Emmitt Smith. Smith, who gained 163 yards rushing on 30 bruising forays into the defensive line Sunday, is the league's top rusher with 896 yards. Listed at 5-foot-9 and 209 pounds (1.73 meters and 95 kilograms), Smith hits holes in a microsecond and has plenty of power to break tackles. In games when he has had 20 or more carries, the Cowboys are 22-0. When he goes over 100 yards, they are 15-1.

"Emmitt wants the ball that much," Jerry Jones, the team's owner and general manager, said when asked if he was concerned about wearing Smith down. "If you don't give it to him, he's a disappointed Emmitt. He has a career history going back to junior high school of getting the ball and producing. When you're drafting a player, you always ask have they done it consistently. Emmitt Smith is a shining example of someone who's performed at every level."

The pieces could stay together for a long time. Dallas is the youngest team in the NFL; there are 7 rookies, and 26 of the 47 players active against the Eagles have four years experience or less. "What I didn't anticipate in 1989 when we were in our 'revolving-door' period was that we'd be able to get the kind of mix we have now," Jones said. "And because we played so many people the last few years, we've got a lot of guys who can play, and we've got fresh legs in there all the time."

"Our goal was always to be competitive as quickly as we could without sacrificing the future. We did not have a three-year plan or a four-year plan, but we knew we couldn't have a five-year or a 10-year plan. I'm just so very pleased the way it's coming together."

"In all candor," Jones said, "I believe the difference-maker all year has been Troy Aikman. He had his best day as a quarterback for the Dallas Cowboys on Sunday, and he's got a real grasp of this offense."

On defense, the Cowboys have quietly built impressive statistics. They held the Eagles to 190 yards in total offense, harassed Randall Cunningham into his first benching since 1990 and now have a three-week streak of 19 straight third-down plays without a first down allowed. They've also given up only 33 points in their last four games.

"We've been together for awhile, and we know what it takes to win," said linebacker Ken Norton Jr. "Everyone is coming off the ball, and we honestly feel like no one can block us. The confidence factor is important, and we get more of that every week. The pieces of the puzzle are coming together."

The pieces could stay together for a long time. Dallas is the youngest team in the NFL; there are 7 rookies, and 26 of the 47 players active against the Eagles have four years experience or less. "What I didn't anticipate in 1989 when we were in our 'revolving-door' period was that we'd be able to get the kind of mix we have now," Jones said. "And because we played so many people the last few years, we've got a lot of guys who can play, and we've got fresh legs in there all the time."

"Our goal was always to be competitive as quickly as we could without sacrificing the future. We did not have a three-year plan or a four-year plan, but we knew we couldn't have a five-year or a 10-year plan. I'm just so very pleased the way it's coming together."

## Page Wins Minnesota Court Seat

The Associated Press

MINNEAPOLIS — Four years after his induction into the Pro Football Hall of Fame, Alan Page will be inducted into another elite group in an altogether different arena.

Page, an assistant attorney general, made history on Tuesday by winning a seat on the Minnesota Supreme Court, becoming the first black to sit on an appellate court in the state.

He won easily over the Hennepin County prosecutor, Kevin Johnson, in an election forced by Page's own legal challenge. It was the first race since 1966 for an open seat on the seven-member court.

A defensive terror in his football days, Page won a reputation for his fierceness and drive with the Minnesota Vikings and Chicago Bears. He played in nine straight Pro Bowl games, from 1968-76, and was elected to the Hall of Fame in 1988.

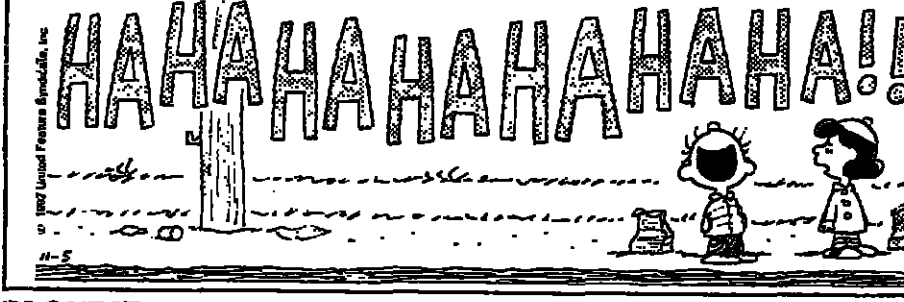
Page forced the open seat by suing after Governor Arne Carlson extended Associate Justice Lawrence Yotka's term for 22 months. A panel of judges ruled that the governor's term extension authority did not apply in Yotka's case.

Johnson used Page's football background as the basis of his campaign by accusing him of trading on his sports renown. Page responded with a list of his nonathletic accomplishments, including 13 years as a lawyer.

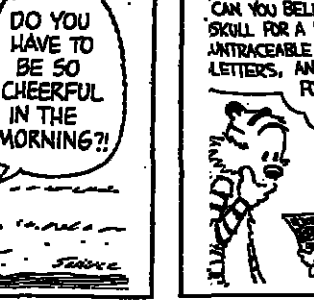
### DENNIS THE MENACE



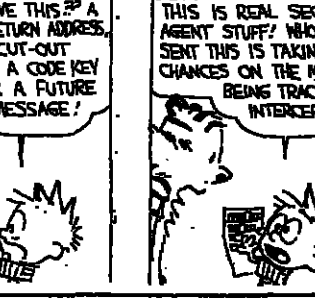
### PEANUTS



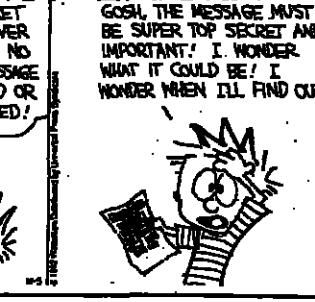
### CALVIN AND HOBBES



### WIZARD of ID



### REX MORGAN



### GARFIELD



### JUMBLE

Unscramble these four jumbles, and you'll be a word expert in four ordinary words.

REZIP  
HIMEC  
ZIFLEZ  
TOLBET

Why you shouldn't reveal secrets here.

Now strings the correct letters in form the jumbled answer, on a slip of writing paper, and send to the editor.

Answer here: ○ ○ ○ ○ WILL ○ ○ ○ ○

### BLONDIE



### BEEBLE BAILEY



### DOONESBURY



To our readers in Switzerland  
It's never been easier to subscribe  
and save.  
Just call our Zurich office  
toll free:  
155 57 57  
or fax: (01) 481 82 88



# SPORTS SOCCER

## Titlist Bremen And Monaco Are Eliminated

Compiled by Our Staff From Dispatches

Werder Bremen, the European Cup Winners' Cup holder, and AS Monaco, last year's losing finalist, both were eliminated from the soccer competition in second-round action Wednesday.

Sparta Prague, which reached the semifinals of the Champions' Cup last season, eliminated Werder Bremen with a 1-0 victory in Prague.

Leading 3-2 from a victory in Bremen, Sparta put the game out of

other stunning save on a similar shot by Nikos Tsiontalas in the 61st minute.

The French players dominated the rest of the game as Olympiakos fell back to preserve the first-leg score.

Steaua Bucharest 2, Aarhus 1: In Bucharest, the home team, which won the Champions' Cup in 1986, advanced thanks to a last-minute goal against Aarhus of Denmark.

The Romanian club scraped through on away goals after drawing 4-4 on aggregate.

Defender Cornel Cristescu had raised the fans' hopes nine minutes from time with the equalizer. Torben Christensen had scored for the Danes in the 10th minute.

And then as time ran out Ion Vlaoiciu saved the day when he picked up a cross from Julian Filipescu and rifled the ball home.

Atletico Madrid 0, Trabzonspor 0: In Madrid, the Spanish side eliminated the Turks, advancing 2-0 on aggregate.

Atletico controlled play in the first half but seemed content to play defensively and protect its two-goal advantage from the first game two weeks ago.

Feyenoord Rotterdam 4, Lucerne 1: FC Lucerne of Switzerland finished their match against Feyenoord Rotterdam with only nine players. They lost 4-1 on the night and 4-2 on aggregate and could have had goalkeeper Best Matterer sent off, too, for falling out in the box in the 83rd minute.

The referee, who awarded a penalty for that foul, had earlier sent off Dane Brian Bertelsen after 50 minutes for a second yellow card offense and Dutch defender Rene van Eck 20 minutes later for the same reason.

Admira Wien 4, FC Axtewp 3: FC Axtewp gave away four goals to Admira Wien in the second half but hit back in extra time to qualify on aggregate for the quarterfinals despite their loss.

Admira had already won the away leg 2-2 and had scored to a 2-0 lead by halftime with goals from Alex Czernyanski in the 22d minute and Cois Severny seconds before the half time whistle. Admira turned a seemingly hopeless situation into a thrilling finale.

(AP, Reuters, AFP)



Frankfurt's Manfred Binz, right, and Galatasaray's Reinhard Stumpf airborne Tuesday in Istanbul.

## Galatasaray Holds Off Eintracht Frankfurt, 1-0

Compiled by Our Staff From Dispatches

Ugur Tutuneker put Galatasaray into the third round of European soccer's UEFA Cup on Wednesday with a fifth-minute shot past the surprised Eintracht Frankfurt goalkeeper, Ulrich Stein, after the German defense failed to clear the ball. The Turkish side won in Istanbul, 1-0.

Galatasaray dominated the first half with frequent counter attacks and shots on goal. Eintracht improved in the second half, but failed to dent Galatasaray's stubborn defense.

The Italian referee, Baretto Pierluigi, showed yellow cards to Muhamed Altintasc of Galatasaray and Axel Kruse of Eintracht in an otherwise orderly match.

The Turks' goalkeeper, Hayrettin Demirebas, made two outstanding saves from Frankfurt's Ghanaian striker Anthony Yeboah. Hayrettin, goalkeeper for Turkey's national side, dived at Yeboah's feet and then turned a shot round the post.

Sigma Olomouc 7, Fenerbahce Istanbul 1: In Prague, Sigma Olomouc advanced to the next round, jumping to a quick lead with goals by Roman Hamus in the 9th, Milan

Kerber in the 12th and Jiri Barbonik in the 34th minute.

Fenerbahce's Aykut scored the only goal by the Turkish side in the 38th minute, but failed to stop Sigma's onslaught.

Jan Marost in the 51st minute increased Sigma's lead to 4-1, followed by goals from

then lost, but still advanced on 7-5 aggregate.

Defender Manuel Sanchis was sent off in the 86th minute for his second bad foul of the match.

Midfielder Michel, who scored both the Spanish team's goals, put Real ahead in the sixth minute when he flicked home a right-wing cross from close range.

Anderlecht Belgium 3, Dinamo Kiev 0: Anderlecht Belgium defeated Dinamo Kiev in Moscow and advanced to the next round after winning the first leg 4-2.

The visiting Belgian team concentrated its attention on defense, gave up the center of the field to the Ukrainians in the game played in the Ukrainian capital of Kiev.

Benfica 1, Hungary Vas 0: In Budapest, the Portuguese side advanced to the final 16 with a two-goal aggregate of 6-1.

The game before 3,000 fans was generally uneventful, as each side cautiously explored its opponent's skills.

It lived up only in the 13th minute, when Benfica's Hans Schwarz scored on a penalty kick, aided by the slow reaction of Vas's goalkeeper, Janos Koszta.

Kaiserslautern 2, Sheffield Wednesday 2: Kaiserslautern twice hit back from behind Wednesday to force a 2-2 tie with Sheffield Wednesday and advance to the third round a 5-3 aggregate score.

Paris SG 0, Napoli 0: Paris St. Germain and Napoli of Italy played to a draw in Paris but the French club advanced overall after winning the first leg 2-0.

(AP, Reuters, AFP)

close range after the goalkeeper Kazimierz Sidorczuk failed to control a powerful shot from Stefan Rehn.

In a knockout for Lech, the defender Mikael Nilsson outstripped the Polish defenders in the 47th minute and scored the second goal from inside the penalty area.

The midfielder Hakan Mild scored the final goal in the 83d minute for the Swedish team.

About 28,000 Polish fans attended the match hoping their team could qualify after losing 1-0 in the first-leg game in Goteborg.

Austria Vienna 3, Club Brugge 1: In Vienna, the home side's three goals were not enough to ensure a qualification for the semifinals.

With the aggregate tied 3-3, Brugge advanced on the away-goals rule.

AC Milan 4, Slavia 0: Four-time Champions Cup winner AC Milan slammed four goals on Slavia Bratislava and sailed into the semifinal round.

The Italian league champion, scoring two goals in each half at the San Siro stadium, qualified for the round-robin semifinals on a 5-0 aggregate score.

PSV Eindhoven 3, AEK Athens 0: Controversial Brazilian striker Romario hit a hat trick as PSV Eindhoven of the Netherlands trounced AEK Athens 3-0 in the European Cup to go through 3-0 on aggregate.

Romario, banned after falling out with PSV trainer Hans Westhoff at the start of the season and omitted from the starting line-up in the first leg in Athens, scored in the fourth, 50th and 84th minutes.

(AP, AP, Reuters)

Glasgow Rangers 2, Leeds 1: Goals by Mark Hateley and Ally McCoist gave Glasgow Rangers their victory at Leeds as the Scottish team romped into the last eight on a 4-2 aggregate score and won the unofficial "British Championship."

American Joins Cologne

Cobi Jones, a member of the U.S. Olympic soccer team in Barcelona this summer, has signed with FC Cologne, the struggling German first-division club said Wednesday. The Associated Press reported.

Jones, a 22-year-old striker, was recommended to Cologne by his compatriot Eric Wynalda, who has become a star in his first Bundesliga season with FC Saarbrücken.

### CUP WINNERS' CUP

reach by scoring after only seven minutes of the second leg through Horst Siegl.

Olympiakos of Piraeus held Monaco to a goal-less tie at home to advance after a 1-0 victory on the road two weeks ago.

Stepl escaped Bremen's defense early in the match to send the ball between the legs of goalie Oliver Reck from the right corner of the penalty area.

Following a surprise 3-2 victory by Sparta in the first leg, Werder put the home side under pressure from the beginning, but its offensive strategy yielded no results.

Olympiakos 6 Monaco 0: In Piraeus, Greece, Olympiakos advanced to the next round on a 1-0 aggregate. Monaco twice hit the post.

A goal down from the first-leg match in Monaco, the visitors launched repeated attacks from the start, but they were unable to penetrate Olympiakos's defense.

In the 33d minute, Monaco came close to leveling the overall score when Jerome Gnacko received a perfect pass from Christian Perez in front of the Greek goal mouth, but he shot wide. Five minutes later, Perez himself lost another opportunity when his header on a center from Claude Puel crashed over Georges Moutou's crossbar.

Trying before a capacity crowd of 35,000 people at the Karaiskakis stadium, Olympiakos went on the attack in the second half.

In the 46th minute, goalkeeper Jean-Luc Etorni made a spectacular save after a powerful shot from three meters by Yiannis Tsiontalas.

The French goalkeeper made an-

other stunning save on a similar shot by Nikos Tsiontalas in the 61st minute.

The French players dominated the rest of the game as Olympiakos fell back to preserve the first-leg score.

Steaua Bucharest 2, Aarhus 1: In Bucharest, the home team, which won the Champions' Cup in 1986, advanced thanks to a last-minute goal against Aarhus of Denmark.

The Romanian club scraped through on away goals after drawing 4-4 on aggregate.

Defender Cornel Cristescu had raised the fans' hopes nine minutes from time with the equalizer. Torben Christensen had scored for the Danes in the 10th minute.

And then as time ran out Ion Vlaoiciu saved the day when he picked up a cross from Julian Filipescu and rifled the ball home.

Atletico Madrid 0, Trabzonspor 0: In Madrid, the Spanish side eliminated the Turks, advancing 2-0 on aggregate.

Atletico controlled play in the first half but seemed content to play defensively and protect its two-goal advantage from the first game two weeks ago.

Feyenoord Rotterdam 4, Lucerne 1: FC Lucerne of Switzerland finished their match against Feyenoord Rotterdam with only nine players. They lost 4-1 on the night and 4-2 on aggregate and could have had goalkeeper Best Matterer sent off, too, for falling out in the box in the 83rd minute.

The referee, who awarded a penalty for that foul, had earlier sent off Dane Brian Bertelsen after 50 minutes for a second yellow card offense and Dutch defender Rene van Eck 20 minutes later for the same reason.

Admira Wien 4, FC Axtewp 3: FC Axtewp gave away four goals to Admira Wien in the second half but hit back in extra time to qualify on aggregate for the quarterfinals despite their loss.

Admira had already won the away leg 2-2 and had scored to a 2-0 lead by halftime with goals from Alex Czernyanski in the 22d minute and Cois Severny seconds before the half time whistle. Admira turned a seemingly hopeless situation into a thrilling finale.

(AP, Reuters, AFP)

### UEFA CUP

Robert Fiala in the 76th, Jiri Vadura in the 80th and again Husus in the 90th minute.

Sigma lost the first leg in Istanbul 0-1.

Axtewp 2, Copenhagen 0: In Copenhagen, the French side beat the Danish league leaders, advancing on a 7-0 aggregate.

The victory takes Axtewp's total to 15 goals in four European outings this season.

The French international Christophe Cocard opened the scoring with a 64th minute shot from the right after he had beaten three defenders. Then the defender Thierry Boraclair added a second goal two minutes from the end with a 20-meter shot.

Torpedo Moscow 3, Real Madrid 2: In Moscow, Real Madrid, reduced to 10 men shortly before the final whistle, led twice and

### AMERICAN LEAGUE

BALTIMORE (3) — Pat Clements, rhp; Storm Davis, rhp; Chris Lafferty, rhp.

BOSTON (1) — Billy Hocheiser, cf; Mike Fitzgerald, cf; Ken Oberhelman, 2b.

CHICAGO (1) — Charlie Hooley, rhp.

CLEVELAND (2) — Brock Jacoby, 3b; Julian Sanchez, 2b.

DETROIT (3) — Dave Bergman, 1b; Frank Reynolds, rhp; Lou Whitaker, 2b.

KANSAS CITY (2) — Jim Eassey, rhp; Mark Gubicza, rhp.

MILWAUKEE (1) — Scott Fletcher, 2b; Jim Gantner, 2b; Paul Molitor, 1b.

MINNESOTA (2) — Chili Davis, rhp; Mike Papp, rhp.

NEW YORK (2) — Tim Lincecum, rhp; Mel Hall, rhp; Pascual Perez, rhp.

OAKLAND (3) — Rick Honeycutt, 1b; Mike Moore, rhp; Willie Wilson, 2b.

SEATTLE (1) — Bruce Pothrich, c.

TEXAS (1) — Edwin Nunez, rhp.

TORONTO (4) — Joe Carter, cf; David Cook, rhp; Casey Matthews, cf; Steve Wilkoff, cf.

NATIONAL LEAGUE

ATLANTA (1) — Mike Golecki, rhp; Alejandro Pantoja, rhp; Jeff Reardon, rhp.

HOUSTON (1) — Pepe Inouville, cf.

LOS ANGELES (2) — John Conde, rhp; Eric Davis, cf.

MONTREAL (1) — Bill Krueger, rhp.

NEW YORK (2) — Kevin Stone, rhp; Darryl Korb, rhp; Lee Gosselin, rhp; Barry Jones, rhp; Willie Randolph, 2b.

PITTSBURGH (2) — Danny Cox, rhp; Gary Radin, 1b.

ST. LOUIS (2) — Bryn Smith, rhp; Ozco Sainz, 2b.

### SCOREBOARD

#### HOCKEY

#### NHL Standings

WALDES CONFERENCE					
Pacific Division					
Team	W	L	T	Pts	GF/GA
Pittsburgh	12	4	1	27	56/44
NV Rangers	8	7	1	17	56/44
New Jersey	7	3	0	14	42/43
NV Islanders	6	6	1	13	43/42
Washington	5	6	1	11	40/45
Philadelphia	3	7	0	6	37/48

#### BASEBALL

#### Free Agents List

The 40 players who have filed for free agency. Players with six or more seasons of major-league service whose contracts have expired and who are not bound by reserve clause restrictions may file for free agency through Sunday (a-f) or Monday (a-f) through the following dates:

#### AMERICAN LEAGUE

BALTIMORE (3) — Pat Clements, rhp; Storm Davis, rhp; Chris Lafferty, rhp.

BOSTON (1) — Billy Hocheiser, cf; Mike Fitzgerald, cf; Ken Oberhelman, 2b.

CHICAGO (1) — Charlie Hooley, rhp.

CLEVELAND (2) — Brock Jacoby, 3b; Julian Sanchez, 2b.

DETROIT (3) — Dave Bergman, 1b; Frank Reynolds, rhp; Lou Whitaker, 2b.

KANSAS CITY (2) — Jim Eassey, rhp; Mark Gubicza, rhp.

MILWAUKEE (1) — Scott Fletcher, 2b; Jim Gantner, 2b; Paul Molitor, 1b.

MINNESOTA (2) — Chili Davis, rhp; Mike Papp, rhp.

NEW YORK (2) — Tim Lincecum, rhp; Mel Hall, rhp; Pascual Perez, rhp.

OAKLAND (3) — Rick Honeycutt, 1b; Mike Moore, rhp; Willie Wilson, 2b.

SEATTLE (1) — Bruce Pothrich, c.

TEXAS (1) — Edwin Nunez, rhp.

TORONTO (4) — Joe Carter, cf; David Cook, rhp; Casey Matthews, cf; Steve Wilkoff, cf.

NATIONAL LEAGUE

ATLANTA (1) — Mike Golecki, rhp; Alejandro Pantoja, rhp; Jeff Reardon, rhp.

HOUSTON (1) — Pepe Inouville, cf.

LOS ANGELES (2) — John Conde, rhp; Eric Davis, cf.

MONTREAL (1) — Bill Krueger, rhp.

NEW YORK (2) — Kevin Stone, rhp; Darryl Korb, rhp; Lee Gosselin, rhp; Barry Jones, rhp; Willie Randolph, 2b.

PITTSBURGH (2) — Danny Cox, rhp; Gary Radin, 1b.

ST. LOUIS (2) — Bryn Smith, rhp; Ozco Sainz, 2b.

## Leconte Haunts Sampras Yet Again

By Ian Thomsen

International Herald Tribune

PARIS — Pete Sampras looked Wednesday as if he were sleepwalking. No doubt he felt haunted. Once again, Henri Leconte was across the net, howling and shrieking; once more, Sampras was surrounded by thousands of derisive Frenchmen. Like the worst of dreams, he could not snap himself awake — not until Leconte had vanquished him, 6-3, 7-5, in the second round of the Paris Open.

So much for happier dreams. No. 2 Sampras might have had of overtaking Jim Courier as ATP No. 1. But it's all for the best, he said.

"I don't think I really deserve to be No. 1 at the end of the year," he said. "I didn't win a Grand Slam and I think the No. 1 ought to win one or two Grand Slams. I came close to winning a Slam, but I think that was a majority of the points should be — at a Grand Slam. I don't think it would look right if I came out No. 1."

Sampras had advanced to the finals in four of his previous five tournaments, winning in Cincinnati, Indianapolis and two weeks ago in Lyon, where it was thought he had exorcised himself of his French demons. He recently passed Stefan Edberg to become No. 2.

"It did not help my chances today," Sampras said. "It's not going to happen this year. Hopefully I'll try again next year."

At least he's aware of his weakness. "It seemed like I've a hard time playing left-handers, especially from France," he said.

Last weekend he lost a semifinal to Stockholm to Guy Forget. Wednesday, he was battered around by No. 74 Leconte, who had done little in the five months since advancing to the French Open semifinals.

Sampras knew what he was getting into. Leconte — as well as Forget — had battered him in the 1991 Davis Cup final in Lyon.

On Wednesday, Leconte broke him in the eighth game, aided by fans who distracted Sampras into allowing two service tosses to fall at his feet. Sampras netted a backhand pass to lose his serve in deuce. Leconte won the set with an ace.

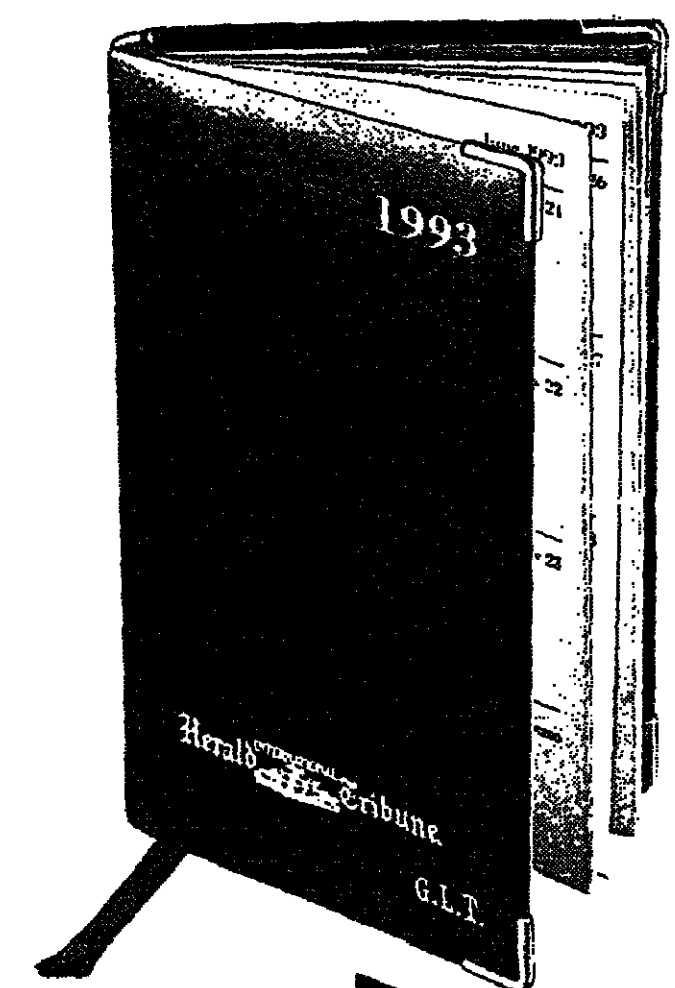
Leconte then broke him to go up 6-5 in the second set. Celebrating winners as if playing air guitar, Leconte nonetheless was beaten out of two match points by gutsy Sampras passes. But then a Sampras backhand down the line floated wide, and Leconte was onto the third round against Wally Masur.

"If I played Henri anywhere else but France, I think his level of tennis would not be as good," Sampras said.

Later, in what might be his last match against the retirement-bound John McEnroe, No. 9 Boris Becker beat the American, 6-4, 6-4.

No. 8 Andre Agassi, despite a supportive crowd, was upset by No. 28 Brad Gilbert, 6-1, 6-2.

## Thin, Elegant And Portable: The IHT Personalized Pocket Diary Fits In The Palm Of Your Hand.



Year after year — even at a period when diaries abound — the International Herald Tribune flat, silk-grain leather diary is the hit of the season.

Ingeniously designed to be thinner-than-thin, it still brings you everything... including a built-in note pad with always-available "jotting paper". Plus there are conversion tables of weights, measures and distances, a list of national holidays by country, a wine vintage chart, and many other useful facts. All in this incredibly flat little book that slips easily into a pocket.

The perfect gift for almost anyone... including yourself.

— Please allow three weeks for delivery.

### ESORTS & GUIDES

#### BELLE EPOCH ESCORT SERVICE

LONDON 071 537 8052

Credit Cards Welcome

#### MERCEDES

INTERNATIONAL ESCORTS SERVICE AVAILABLE WORLDWIDE

212 212 2121 New York, USA

Major Credit Cards & Checks Accepted

#### LONDON BRAZILIAN Escort Service

071 724 2071 Open 7 days

#### CHESA ESCORT SERVICE

31 Brookings Place, London SW2

Tel: 071 584 6511 (Specialist 10 lines)

### INTERNATIONAL CLASSIFIED

(Continued From Page 14)

#### ESORTS & GUIDES

\*\*ZURICH NEW\*\* VIOLE\*\*

Escort Services, Credit cards accepted.

Tel: 071 / 63 83 32.

#### ESORTS & GUIDES

\*\*ZURICH\*\*

Caroline Escort Service 01782 41 74

#### ESORTS & GUIDES

LONDON \*\* ESCORT SERVICE

\*\*Days / Evenings\*\*

Tel: 071 270 2056

#### ESORTS & GUIDES

MONTREUX CLUB - VIENNA ESCORT

Services 5, Roche Winterthur 2 a. Tel: +41 022-255854

2nd/3rd/4th/5th/6th/7th/8th/9th/10th/11th/12th/13th/14th/15th/16th/17th/18th/19th/20th/21st/22nd/23rd/24th/25th/26th/27th/28th/29th/30th/31st

Private Escort Service

Tel: 0161/ 26 43 075

#### ESORTS & GUIDES

VIENNA - PARIS - ZURICH

Specialist Escort Services

2nd/3rd/4th/5th/6th/7th/8th/9th/10th/11th/12th/13th/14th/15th/16th/17th/18th/19th/20th/21st/22nd/23rd/24th/25th/26th/27th/28th/29th/30th/31st

Tel: 0161/ 26 43 075

#### ESORTS & GUIDES

FRANKFURT & AREA

GENEVA & PARIS CONNECTION

PRESTIGE 1st Class Service

GENEVA - PARIS - ZURICH

French Escorts Escort Agency

Dedicated Tel: +39 184 348 07

### WEEKLY CLASSIFIED SECTIONS FOR ALL YOUR SERVICE NEEDS

- Education Directory, 7 days;
  - Business Messages Center, Commercial Real Estate, 7 days;
  - International Recruitment, Thursdays;
  - Real Estate Marketplace, Fridays;
  - Arts & Antiques, Auction Sales, Saturdays.
- Back Page
- Secretarial Positions, Tuesdays;
  - Automobile Market, Wednesdays;
  - Holidays and Travel, Fridays;
  - Friendships, Saturdays.

- Rich black leather.
  - Gilt metal corners.
  - Measures 8 x 13 cm (3 1/4 x 5 in.).
  - Quantity discounts are available.
  - Plenty of space for appointments.
  - Week-at-a-glance format.
- Personalized with gold initials (up to 3 at no extra cost).
- Includes a removable address book. No need to re-write your most important phone numbers — the address book will fit right into next year's diary.
- Notepaper sheets fit on the back of the diary — a simple pull removes the sheet. Refill sheets included.

### Herald Tribune

Karen Dietz, Special Projects Division

181 Ave. Ch.-de-Gaulle, 92521 Neuilly Cedex, France.

or fax to: (33-1) 46 37 06 51

Payment by credit card only. All major cards accepted.

(Please note that French residents may pay by check in French francs. We regret that checks in other currencies cannot be accepted.)

Please send me \_\_\_\_\_ 1993 IHT Pocket Diaries.

Price includes initials, packing and postage in Europe.

- 1-4 diaries 180 F.F. (U.S.\$33) each
  - 5-9 diaries 170 F.F. (U.S.\$31) each
  - 10-19 diaries 145 F.F. (U.S.\$26) each
- INITIALS up to 3 per diary

Additional postage outside Europe 35 F.F. (U.S.\$6.50)

Check here for delivery outside Europe by registered or certified mail: 85 F.F. (U.S.\$16)

Please charge to my credit card:

Access  Visa  Amex  Eurocard  Diners  MasterCard  Other

Card No. \_\_\_\_\_

Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City and Code \_\_\_\_\_

Country \_\_\_\_\_



